

**Greater Real Estate Solution**



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Real Estate

Proposed Solution Brief

Greater Real Estate

A comprehensive real estate solution for digital transformation powered by Microsoft Dynamics 365

The way the customer decides on a property, starting from their enquiry to signing tenancy contract has dramatically changed. Customer expectation has moved into a new level of experience with clarity on next steps and convenient assistance on every stage of the customer journey.

Greater Real Estate solution is a best-in-class solution for real estate industry. It helps the organizations to drive their digital transformation and adapt to cutting edge digital solutions.

A better experience to the customer can be offered with existing amount of resources by utilizing industry best practices using Greater Real Estate.

Solution Benefits:

* A comprehensive real estate solution
* End to end automation empowers organization’s digital transformation
* Available on Microsoft Dynamics platform
* Utilizes the global solution echo system
* Utilizes Microsoft Dynamics modules such as sales, marketing, customer service, field service, project service automation, voice of customer, social engagement etc.

Solution Overview of Greater real estate

* **Property Listing**

List own properties or third-party properties for rental.

* **Property Pricing**

Define pricing rules and generate rent as per the rules defined or upload rent from Excel. Identify pricing trend in different region.

* **Payment Term Management**

Define payment term using templates to collect the payment from customer in Installments. Define different payment term template for each project/property.

* **Print Template Management**

Define various templates to print tenancy contract, receipt, statement of account etc.

* **Property Rental Management**

Lead tracking, inventory search based on customer preferences, quotation, token amount & property reservation, convert to rental, contract management, post rental such as contract renewal, termination, extension etc.

* **Collection, PDC and Payable Management**

Follow-ups on payments, receipt management, payables and receivables, complete check/PDC management.

* **Tax Management**

Setting up tax rules and auto calculation for tax and tax collection.

* **Other Automations**

Broker management, commission definition and auto calculations, document management and legal/dispute management.