



RERA PSM - RERA compliance, CRM & Sales Management for Realty



Microsoft Dynamics 365

Regulatory Compliance is moving fast. How will you cope up?

In the recent past customer behaviour and regulatory compliance has changed drastically. Customers are becoming harder to attract and the competitive environment has significantly impacted the stakeholder expectations.

Given the recent **RERA** norms, it is imperative for the Realty companies to maintain not only detailed Project, financial & customer information but also automate business processes to adhere to the compliance deadlines. There is an urgent need to shift from the product centric approach to stakeholder centric including Customers, Regulators and Real Estate Agents.

Project Summary

PROJECT INFORMATION

Digital Heights

Description	--	Expected Completion Date	11/May/19	% Completion	60	Est Project Cost	₹110,000,000	Owner	Value Get
Name	Digital Heights	Land Area (Sq/Ft)	200,000	Actual End Date	--	Recreation Area	36,000		
Location	Thane	Registration Fee	₹115,805						
Address	--								
Pincode	400614								
Phone Number	9987326466								
Project Status	--								
Status	Active								

ESTIMATED PROJECT COST

Land Cost	₹12,700,000		
Est Construction Cost (Direct)	₹10,100,000		
Office Construction Cost	₹10		
Total Estimated Cost	₹12,800,000		

ACTUAL PROJECT COST

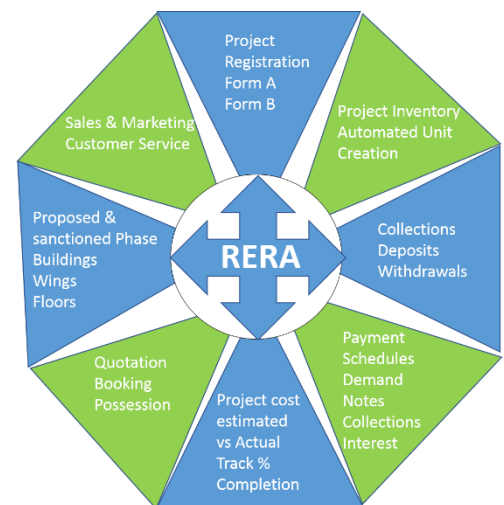
Actual Construction Cost (Direct)	₹11,000,000		
Total actual Cost	₹11,780,000		
Ratio of Estimated Cost	08		

DEPOSITS & WITHDRAWALS

Total Amount Collected	₹12,000,000		
Total Refundations	₹11,900,000		
Total Deposited	₹11,650,000		

UNSOLD INVENTORY

Total Unsold Inventory (Sq/Ft)	12,700		
AOR Rate	₹7,800		
Total Value Unsold Inventory	₹17,820,000		



PSM supports this new journey for realtors and provides rich functionality which accurately records and enables the key business processes

- RERA Project Registration Forms, Form 1 -3
- Detailed Inventory definition
- Automated Payment Schedules
- Quotations and bookings with minimum data entry
- Collections with demand notes & reminders
- Receipts and Interest calculation
- RERA compliance for Deposits & Withdrawals

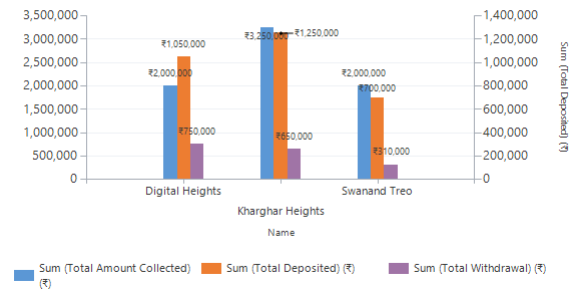
Total Cost by Cost Type

Active Land Cost



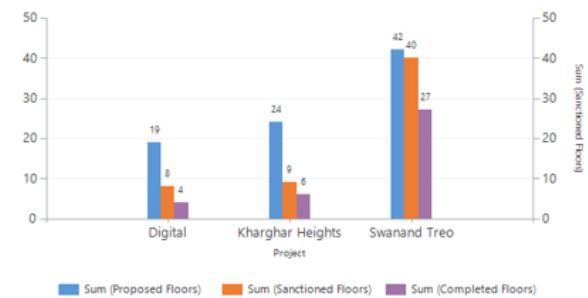
Project Wise Totals

Active Project



Project Wise Propose, Sanctioned, Complete Floors

Active Wing



FEATURE SUMMARY

RERA Compliance

Project Registration – Form A , Form B

Detailed Project Cost Components including Encumbrances

Track Proposed Vs Sactioned Phases, Building/Wings, Floors

Project Estimated and Actual Cost

Track and certify Project completion status and cost

Collections, Deposits and Withdrawal Management

Enforce Payment Schedules

Maintain Document Repository such as Land Title, Agreements etc

Maintain and Track Project Inventory and Amenities

Sales & Marketing Management

Maintain leads from various sources

Qualify leads to opportunities

Guided Processes for opportunities management through their lifecycle and stages

Create Quotes and customised offers

Project Inventory

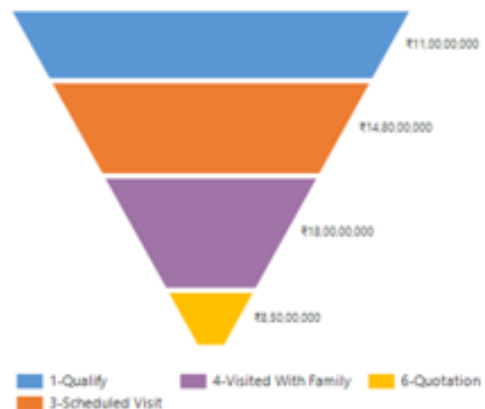
Define detailed hierarchy – Project/Phase/Building/Wings

Automated Unit creation including carparks

Automated Payment schedules linked to construction stages

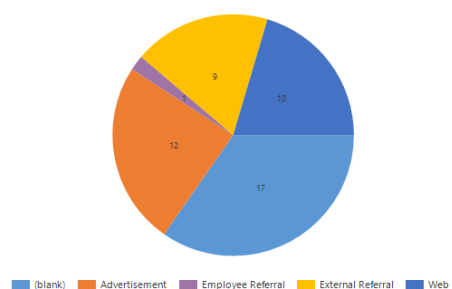
Sales Pipeline

Open Opportunities



Leads by Source

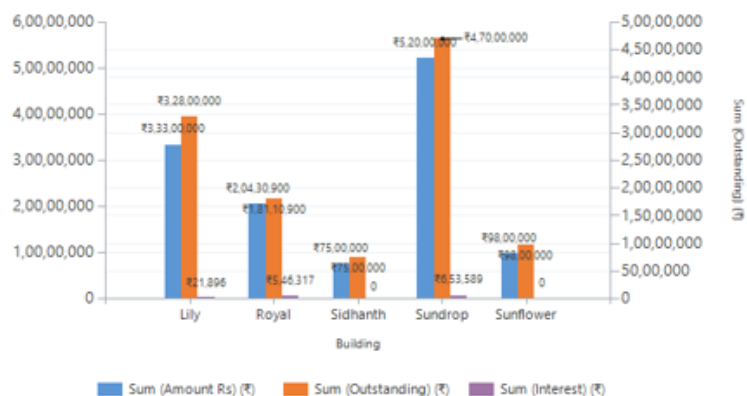
All Leads



Inventory Tracking Sold vs Unsold
Booking and Possession
Booking with minimum data entry
Automated payment schedules
Workflow based possession mandating key criteria
Register of key dates and events
Receipts and Interest
Receipts with allocation details
Interest statement generation
Demand notes and reminders
Customer Care
Case Management
Interaction History
Service Agent performance tracking
Inquiries, complaints and Requests
Other
Activity management (emails, todo's, appointments,)
Reporting with real-time dashboards
Outlook integration
Social Engagement

Building Wise Outstanding

Active Payment Schedule by Property Charge Type



PROVEN EXPERTISE IN REALTY SOLUTIONS

The promoters have over 10 years of experience in providing Real Estate CRM solutions. Some of the leading Realty companies continue to leverage the legacy PSM and have transacted millions of Sqft. of real estate on this solution.

Leveraging the power of Microsoft Dynamics 365 and given the functional maturity of PSM, our solution provides the right platform to compete effectively and comply accurately.