Real Estate Management Solution

SellBig

Development • *the productive digital*
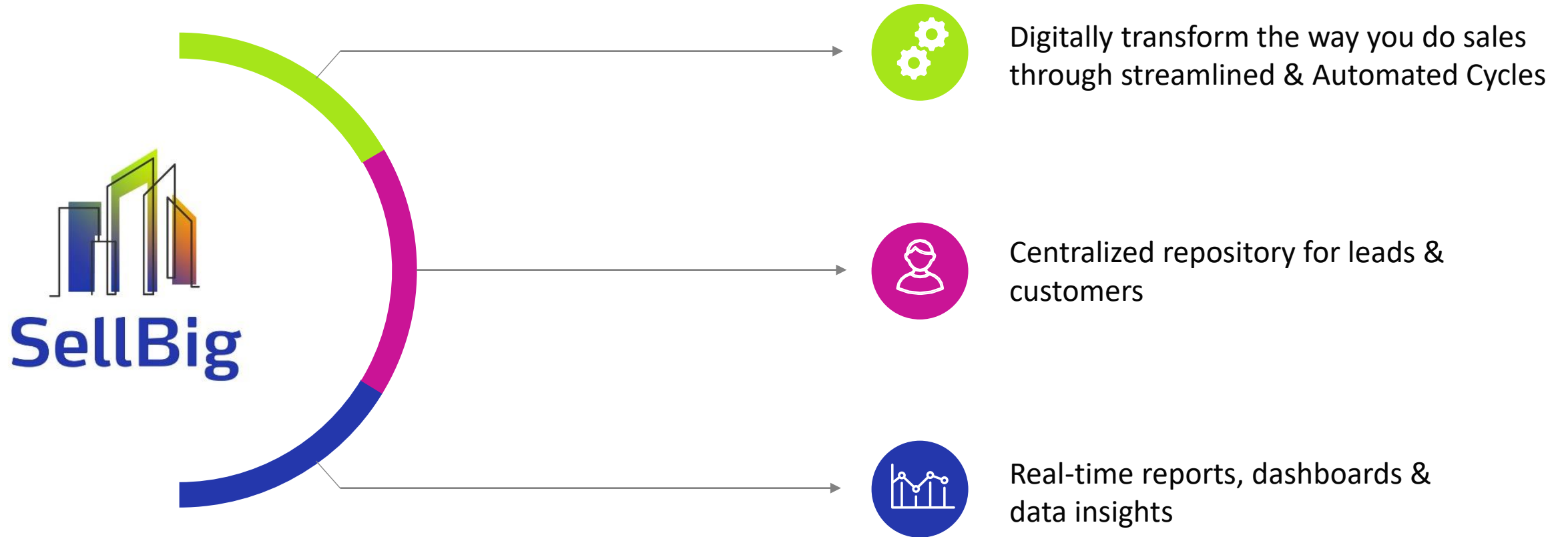
Solution Overview

Solution Overview

Digitally transform the way you do sales through streamlined & Automated Cycles

Centralized repository for leads & customers

Real-time reports, dashboards & data insights

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Link Development

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Real Estate Management Solution Features

Real Estate Management Features

Lead Management

- Capture Interests **Digitally**
- Lead **auto routing**
- Lead **qualification**
- Convert into customers & sales

Reporting & Analytics

- **Real-time** reports & dashboards
- Advanced data **analytics & insights**
- Data **visualization**

Customer Profiling

- Customer **360 Profiling**
- Basic & **Extended Profile**
- Related Deals, **Installments**
- Customer **payments, exceptions & discounts**
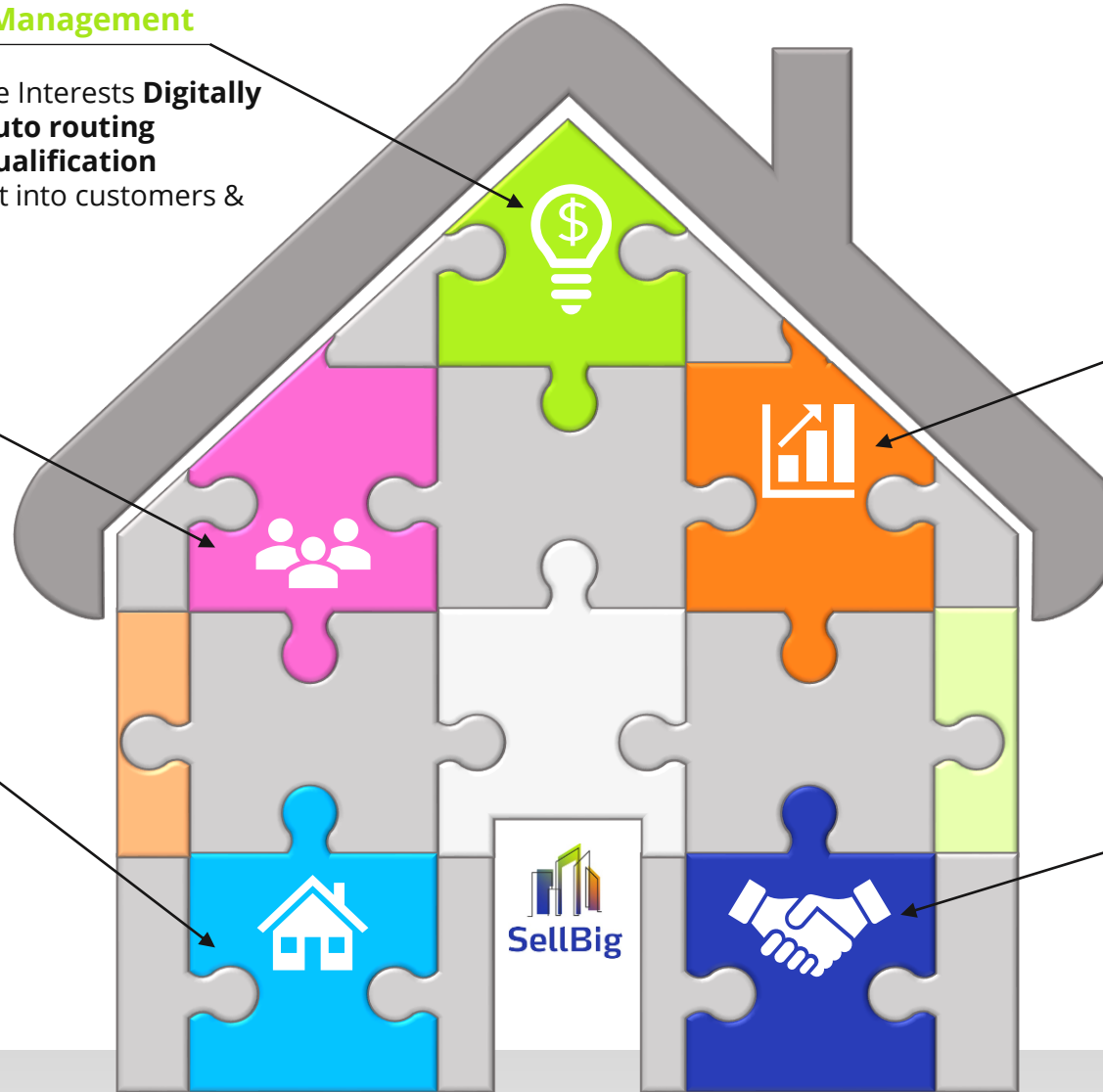
Unit Inventory

- **Flexible structure** expands as your **business grows**
- Projects, phases, buildings, floors & units
- Adding unit extras
- **Visual interactive maps** for projects, building & units

Deal & Payment Plan Management

- Configurable **payment plans & types**
- **Automated** deal process
- Manage **commissions & discounts**
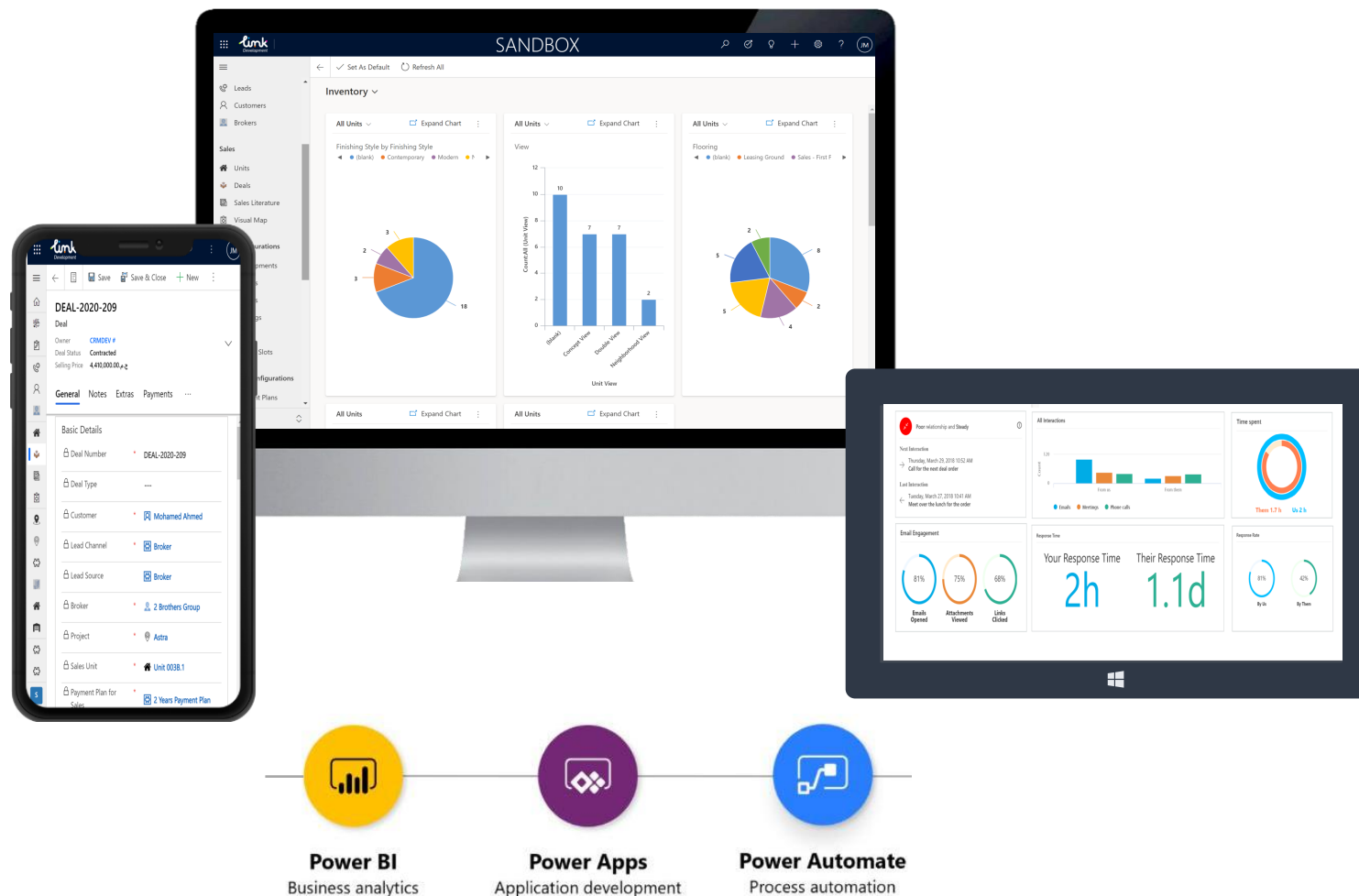- **Brokers**' Management

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The complete building stones for end-to-end real estate solution, empowering salespeople to SellBig

Solution Apps

- Built on top of **Microsoft Power Platform**

- Combining the **robust power** of PowerApps, PowerBI, and Power Automate

- Leveraging Microsoft Power Platform **low/no code** capabilities

Power BI
Business analytics

Power Apps
Application development

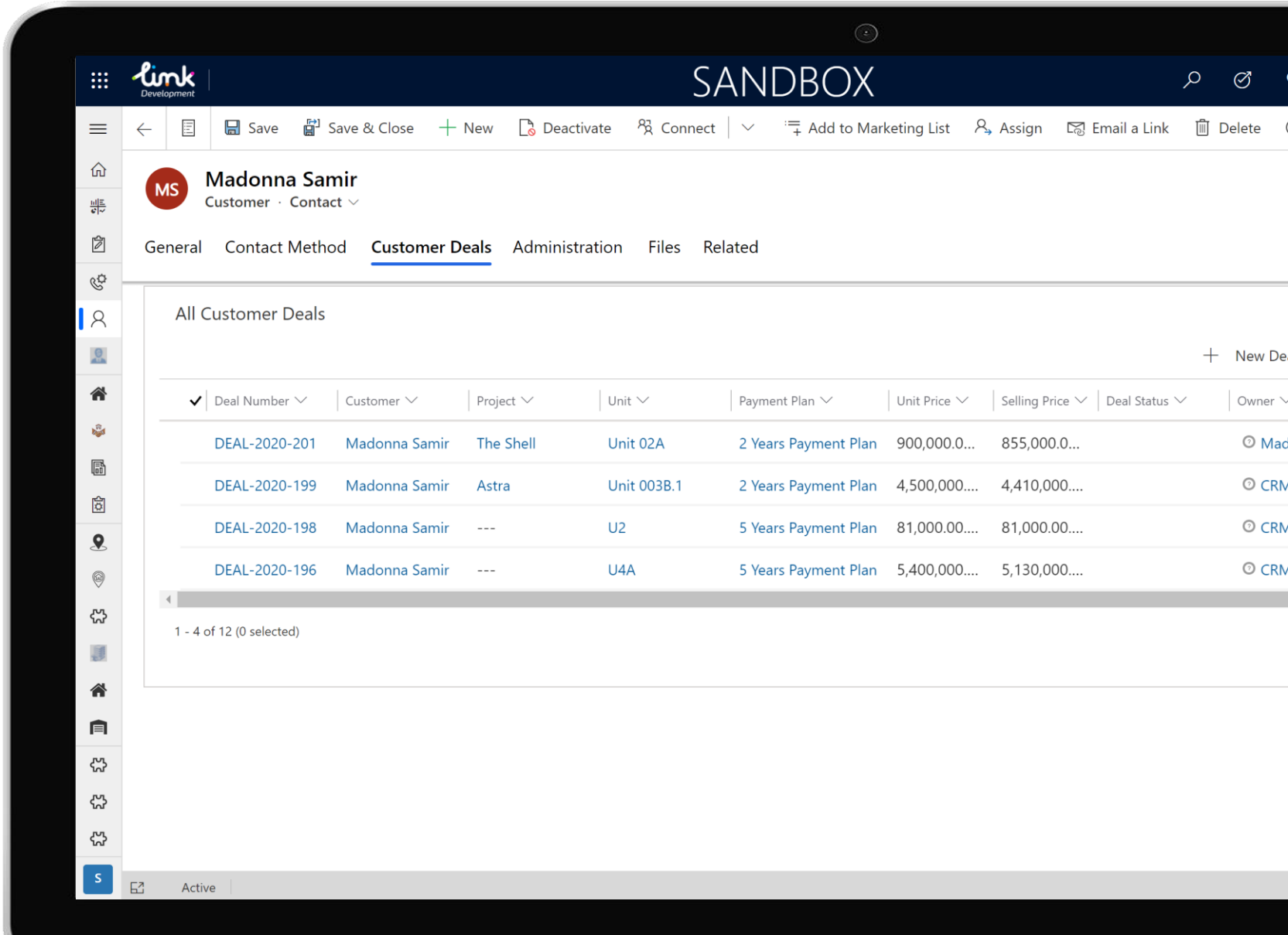**Power Automate**
Process automation

Lead Management

- **Full visibility** on potentials sales and pipeline
- Lead basic details, rating, lead status, source ...etc.

- **Extended details** including contact info., lead channel & associated broker
- Capture **lead preferences and interests**
- **Automated lead routing** to salespeople based on **configurable rules**
- **Timeline** showing all interactions & communications including emails, SMS, phone calls, appointments ...etc.
- **Qualify** or disqualify lead records
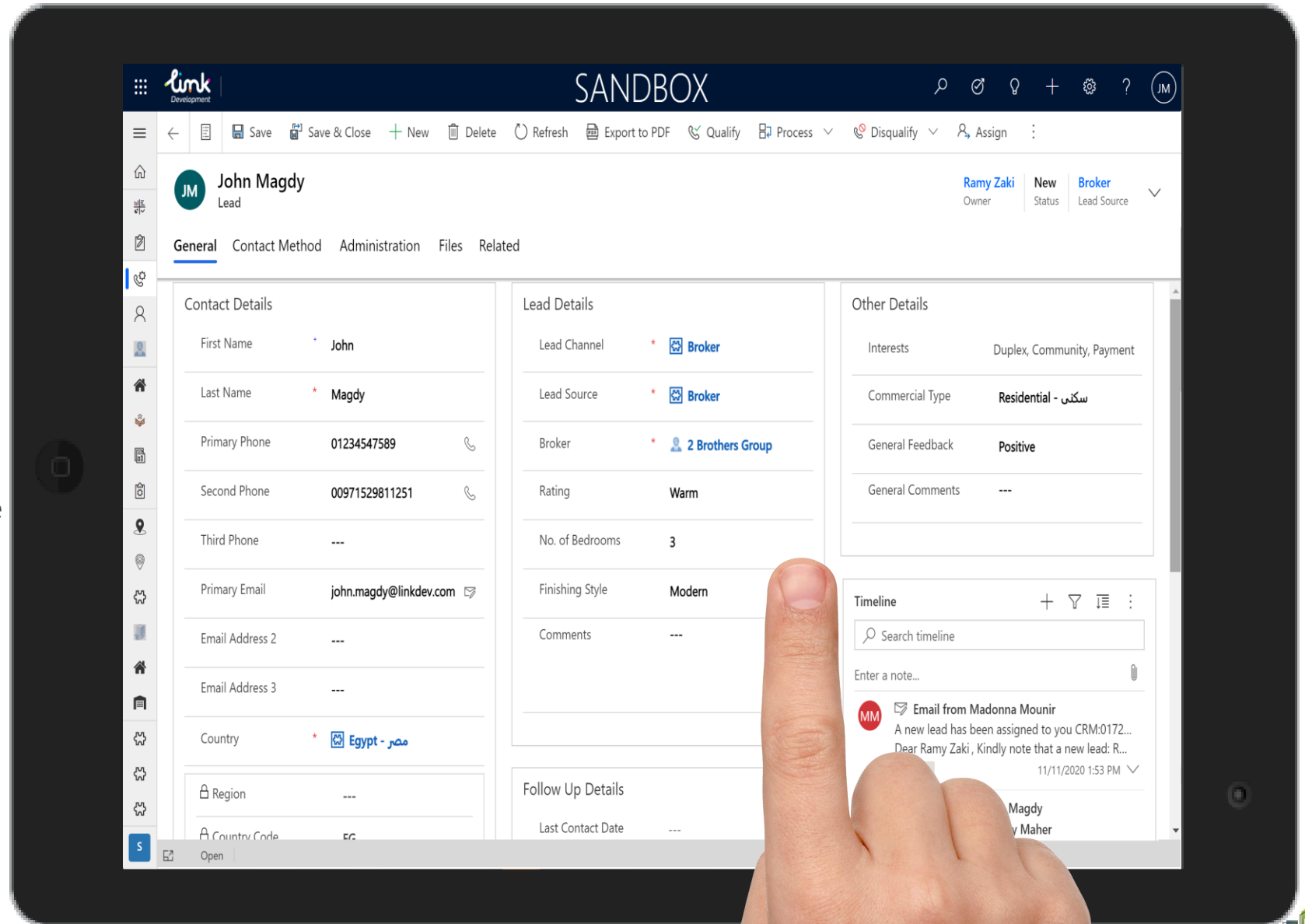
Customer Profiling & 360° View

- **Central repository** for all customer profiles
- All customer details are presented in **same screen in a 360-degree view**
- Customer **timeline**

- Customer **associated units & deal**
- Customer **payments & installments**
- **Document & file uploads**
- Customer related complaints, suggestions, requests ...etc.

Unit Inventory

- **Flexible structure** to fit your business & operational model
- **Configurable hierarchy** including projects, phases, clusters, buildings, floors & units
- Define & associate parking slots, storage rooms ...etc.
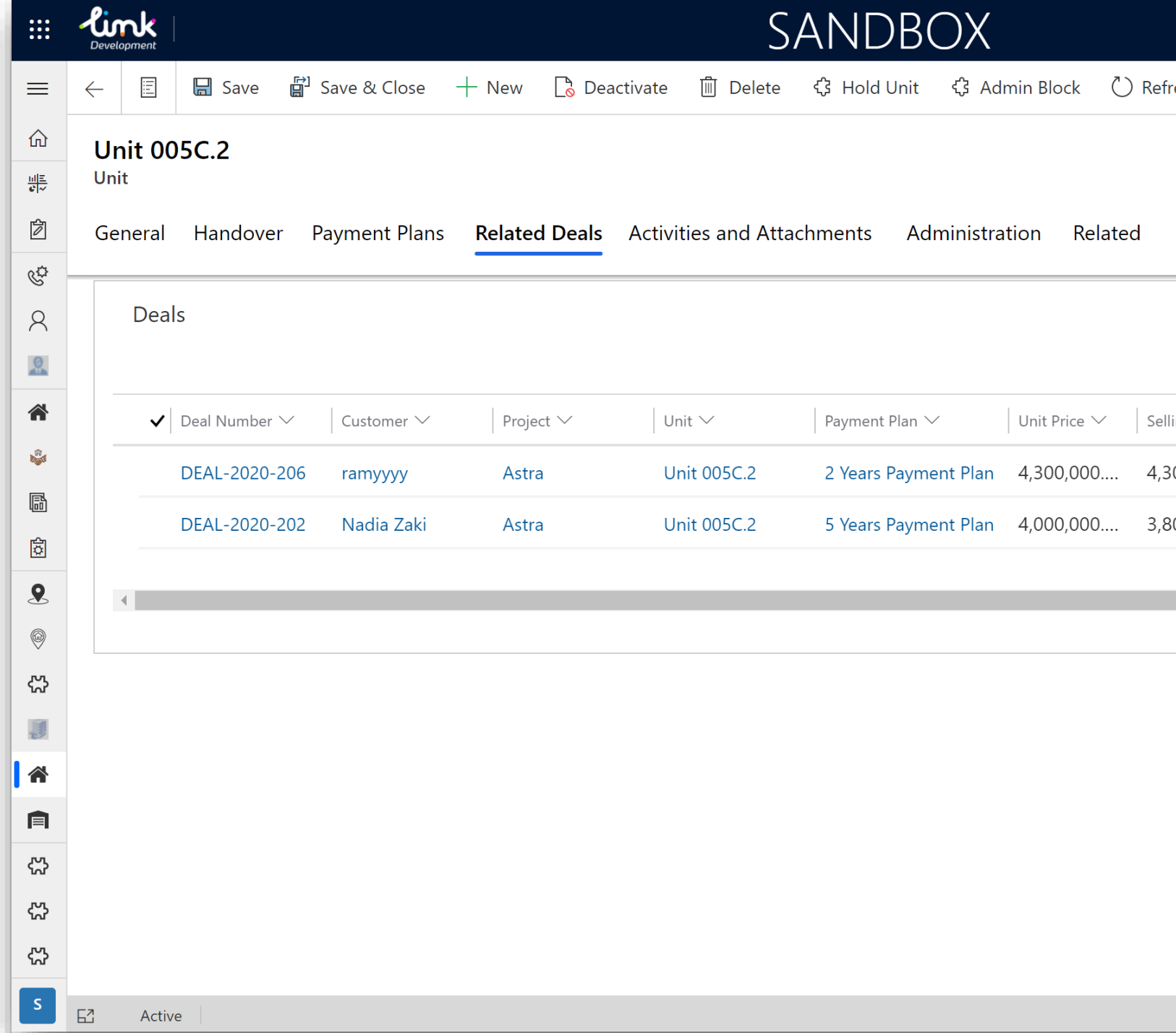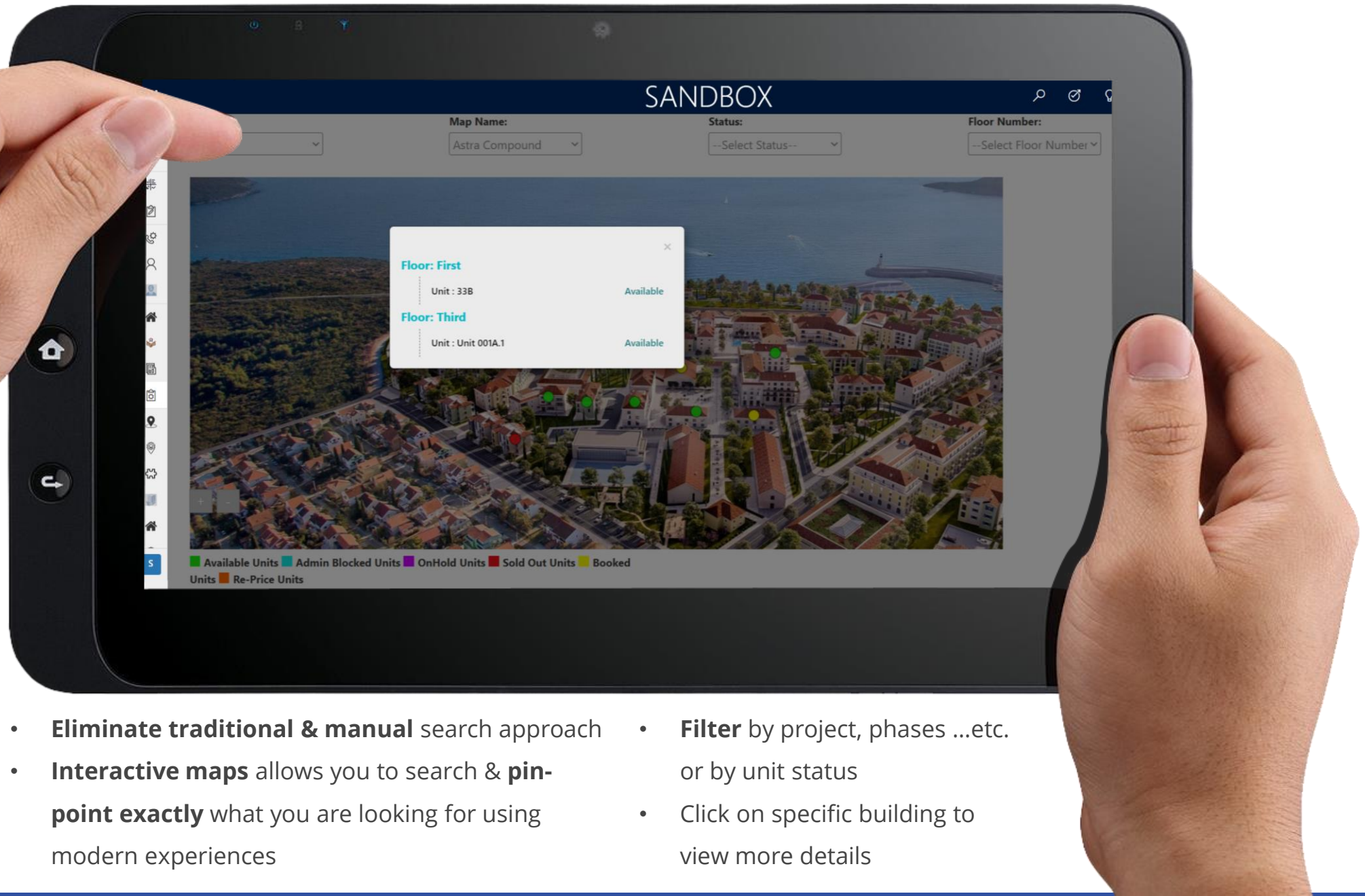- Support for **multi-projects, countries & multi currencies**
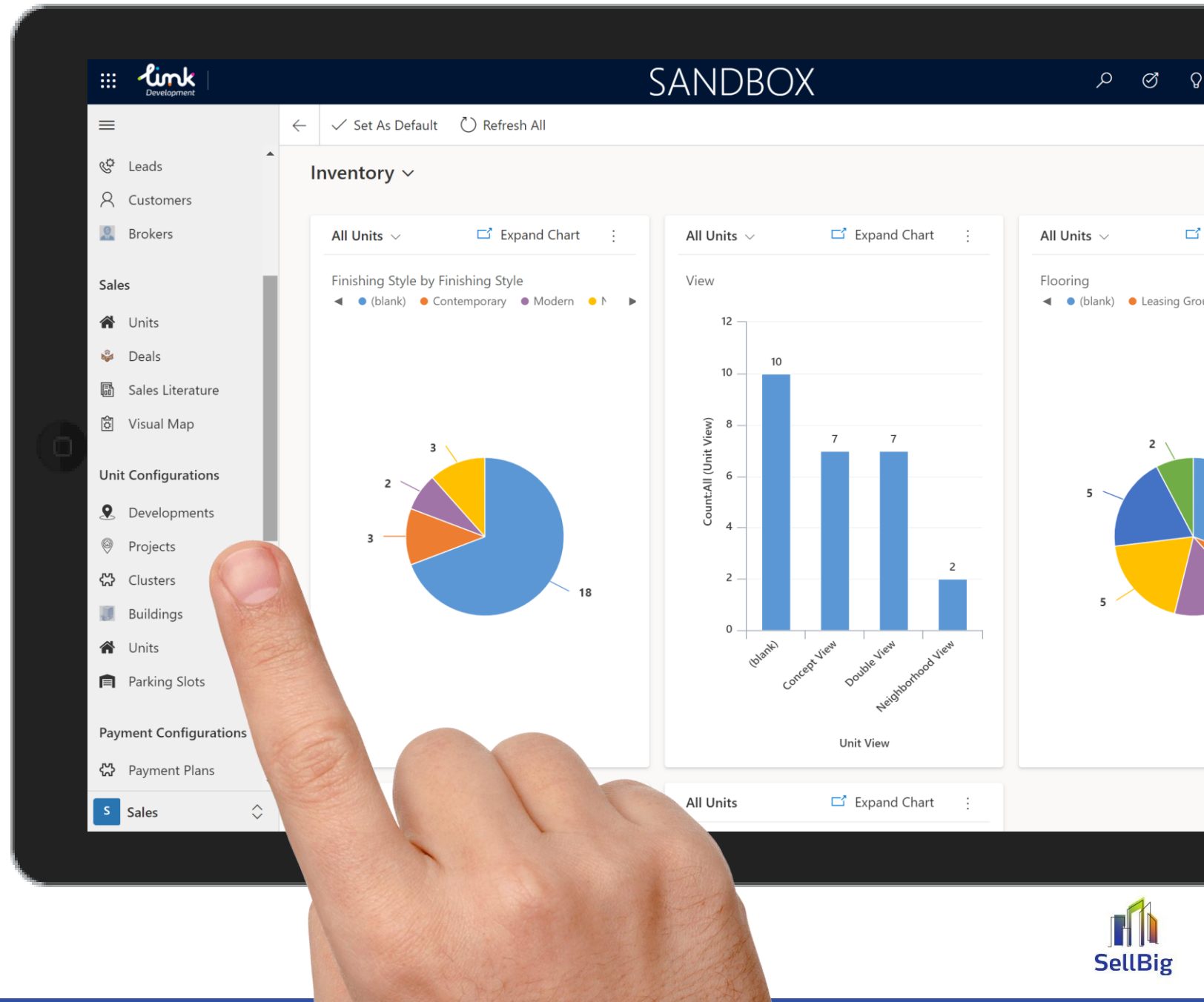
Unit Details

- **Digitally capture** all unit details **for easy search and shortlisting**
- All unit basic info. & details are displayed **with the same form**
- Unit **hold, block or unblock** units

- Capture unit **handover details and dates** with **auto reminders, alerts & notifications**

- **View & manage** unit associated **payment plans** like cash plan, 2 years or 5 years payment plans ...etc.

- **Create, manage & fully monitor** unit associated sale deals from within same screen

SANDBOX

Save · Save & Close · New · Deactivate · Delete · Hold Unit · Admin Block · Refre

Unit 005C.2
Unit

General · Handover · Payment Plans · **Related Deals** · Activities and Attachments · Administration · Related

Deals

✓	Deal Number	Customer	Project	Unit	Payment Plan	Unit Price	Selli
	DEAL-2020-206	ramyyyy	Astra	Unit 005C.2	2 Years Payment Plan	4,300,000....	4,30
	DEAL-2020-202	Nadia Zaki	Astra	Unit 005C.2	5 Years Payment Plan	4,000,000....	3,80

Active

Dynamic Interactive Maps

- **Eliminate traditional & manual** search approach
- **Interactive maps** allows you to search & **pin-point exactly** what you are looking for using modern experiences

- **Filter** by project, phases ...etc. or by unit status
- Click on specific building to view more details

Payment Plans

- **Configure unlimited** payment plans as per business needs
- Capture payment plan details like name, status, validity (start & end dates) & any discounts associated
- Create special plans for **promotions & offers**

- **Flexible payment types** like, reservation, down payment, maintenance, at delivery or handover & installments
- Manage **payment schedule** including monthly, quarterly, semi-annual or annual installments
- Payment **simulator**
- Amounts, payments & due dates are **auto calculated and generated**
- **Automated reminders** and follow-ups

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Save | Save & Close | + New | Deactivate | Delete | Refresh

5 Years Payment Plan
Payment Plan

Active — Status | CRMDEV # — Owner

General   Related Units   Related

Description   ---

Payment Plan Details

	Name	Or... ↑	Payment Type	Is Installme..
	5 Years Payment Plan - Down Payment	1	Down Payment	No
	5 Years Payment Plan - Installment	2	Installment	Yes
	5 Years Payment Plan - Delivery	3	Delivery	No
	5 Years Payment Plan - Maintenance Fees	4	Maintenance Fees	No

Working on a Deal

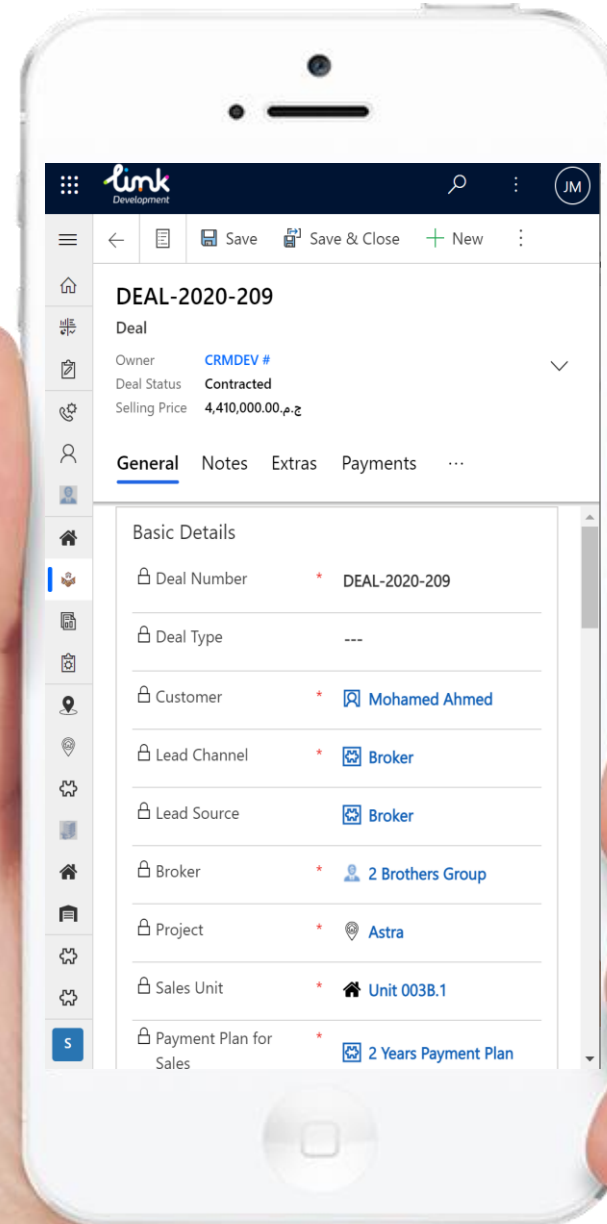Sales **cycle is made easy** through **streamlined & automated deal process**

Eliminate manual process, **go paperless empower** your staff to focus on what matters & to **SellBig**
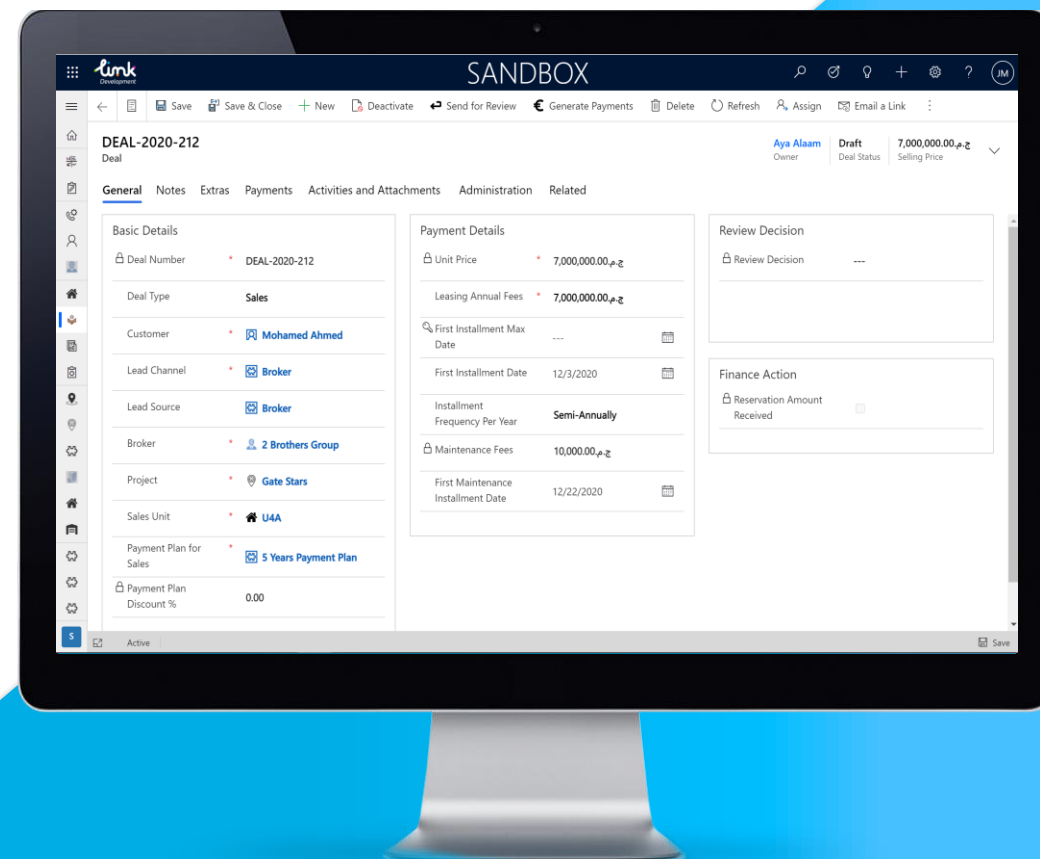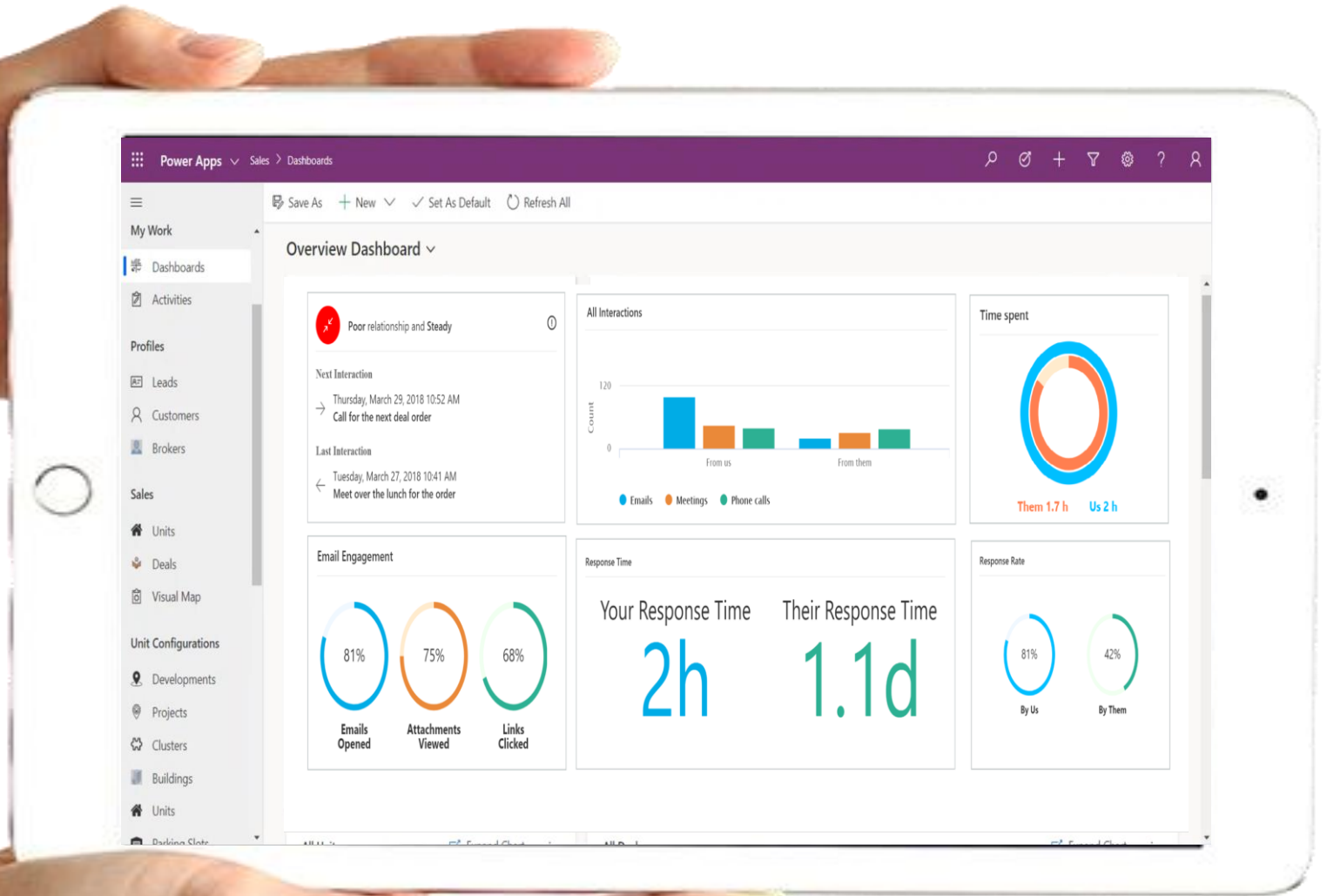
Go Mobile

- **Go mobile** with native mobile apps on IOs, Android & Windows phones & tablets
- Enable your salespeople and management to **access** information **no matter when and from where**
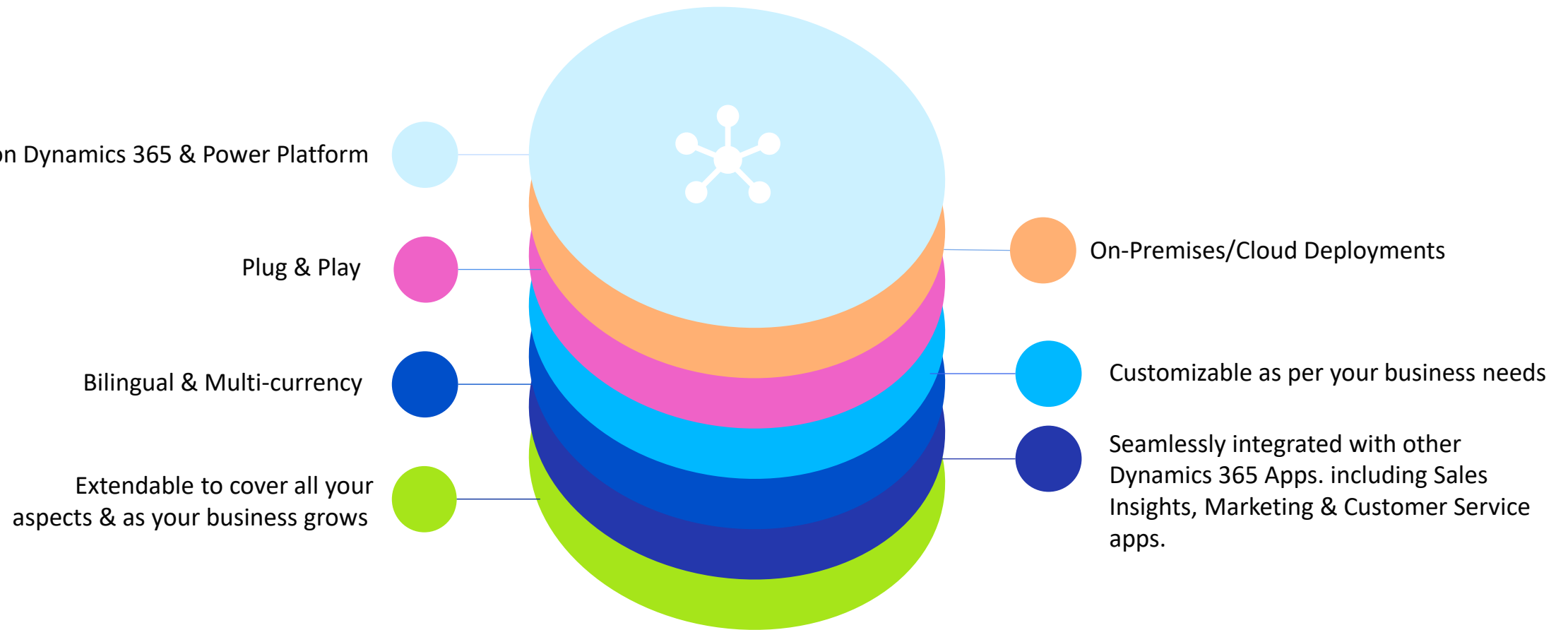
Reports & Dashboards

Other Solution Features

Available on Dynamics 365 & Power Platform

Plug & Play

Bilingual & Multi-currency

Extendable to cover all your aspects & as your business grows

On-Premises/Cloud Deployments

Customizable as per your business needs

Seamlessly integrated with other Dynamics 365 Apps. including Sales Insights, Marketing & Customer Service apps.

link
Development

SellBig

Thank You!

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