

DIGITAL TRANSFORMATION JOURNEY OF LIV DEVELOPERS



ABOUT US WHO WE ARE

We are a pioneering Technology, Consulting, and Outsourcing company that delivers end-to-end IT solutions. We are headquartered in the UAE and have worked with clients across multiple industry verticals all around the globe. With nearly a decade of experience in delivering a wide spectrum of IT solutions, we have helped them transform their businesses maximizing their ROI and profitability by driving their success through our diverse range of services.



CLIENT LIV DEVELOPERS

A premier property developer whose flagship developments are strategically located amidst one of the most iconic neighborhoods in Dubai, the Dubai marina, LIV Developers seamlessly combines the perks of urban living with serene and peaceful living conditions. There is an amazing variety in the abodes they offer and their service quality and support are exceptionally refined



PROBLEM STATEMENT

LIV developers, despite their high-end service offerings, and their lineup of high-end accommodation options, had a problem in their sales and operations front - that is, they had been doing their sales, registration, and payment processes with minimal automation for three different projects LIV Marina, LIV LUX, and LIV Marina. Thus, they were in immediate need of a fully functional **digital transformation solution** that would help them automate their operational, invoicing, and resource allocation processes so that they could keep track of and maintain proper records whilst effectively managing the relationship with their customers. To fulfill their requirements, they needed a fully functional platform so that they could minimize information getting scattered across multiple venues



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"We highly recommend TechMantra as they effectively leveraged Salesforce's Sales Cloud to design and deliver a customized platform that streamlined our sales process, improved our operational efficiency, and increased our returns on investment."

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OUR SOLUTION

AN END-TO-END REAL-ESTATE SALES AUTOMATION PROCESS



With our team of skilled salesforce developers, we managed to design and deliver a platform that facilitated LIV Developer's sales process to keep track of their clients and effectively manage their accounts.



Developed using Salesforce's sales cloud, the customer relationship platform management system was an end-to-end solution for their problem of dealing with too much of manual processes as it helped them automate their entire sales process from onboarding leads and managing registrations to keeping track of their installments.



The endeavor was a comprehensive digital transformation project that revolutionized their way of operations and helped them significantly improve their operational efficiency. In addition to increasing their efficiency, the scope of the project also created prospects that increased their returns on investments ultimately contributing to profit maximization.

RESULTS

100%

CLIENT SATISFACTION

The client was completely satisfied with the outcome of the project as they were able to save so much time and effort by using our salesforce implementation.

100%

SUCCESS RATE

The client was able to immediately incorporate the platform into their workflow and they were reaping the benefits of our implementation from day 1!