CRM

Customer Relationship Management

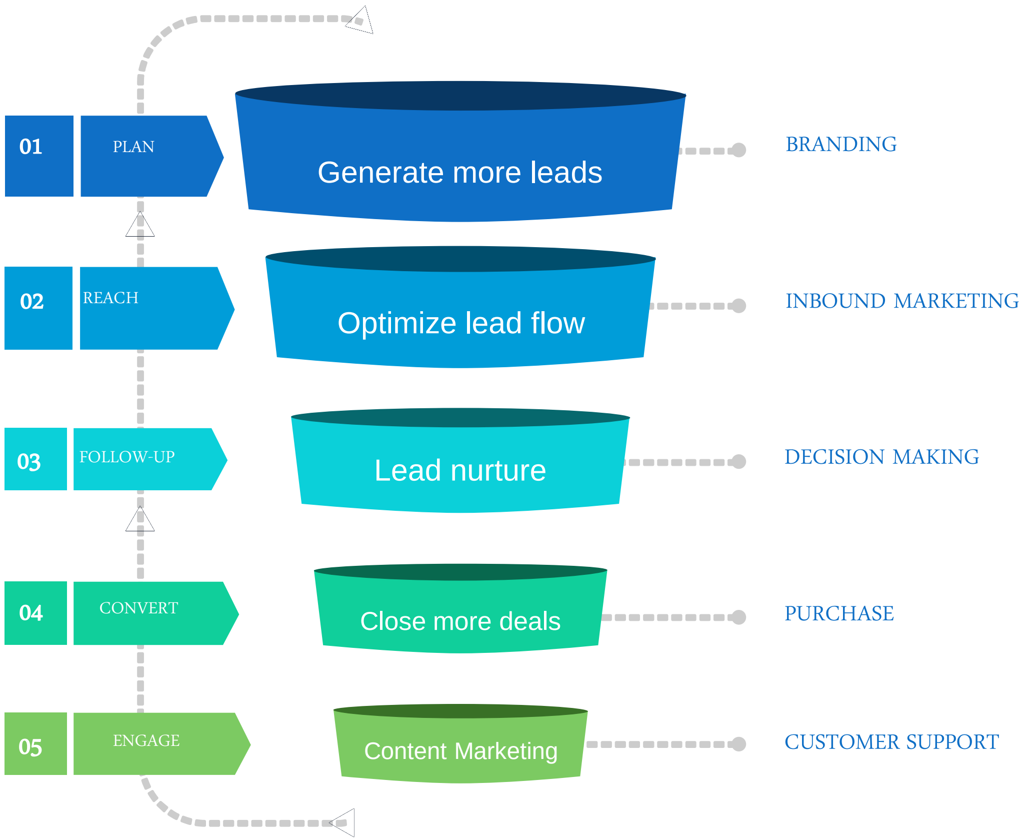
About CRM

OwnAspace CRM is an offering specifically designed for the real estate industry to help developers efficiently manage Leads, Listings, Sales, Contacts and meetings.

OwnAspace CRM is an online platform that provides an interface to the developers. Agents can monitor end to end Real Estate units lifecycle. Using OwnAspace CRM, developers can also manage their employees/staff, channel partners, and buyers. OwnAspace CRM is based on a Pay-Per-User model. A developer need not incur any significant capital expenditure to use the product.

SALES FUNNEL MANAGEMENT

What you measure, you can manage



SALES FUNNEL MANAGEMENT

Measuring the sales funnel metrics of your business is the first step to effective sales funnel management. The following graph provides an example of a team's sales funnel for the whole sales as well as for each stage separately.

- Number of Leads in your funnel.
- Number of bookings in progress
- Leads-to-customer conversion
- Average days spent in a pipeline

CRM OPERATIONS PROCESS FLOW

Developer CRM is more than just a CRM! It automates the entire process.

Marketing Campaigns

Acquiring new relationships

acquire new customers by promoting your company's product and service leadership.

Pre Sales Management

Enhancing Existing Relationships

enhance the relationship by encouraging excellence in cross-selling and up-selling, thereby deepening and broadening the relationship.

Post Sales Management

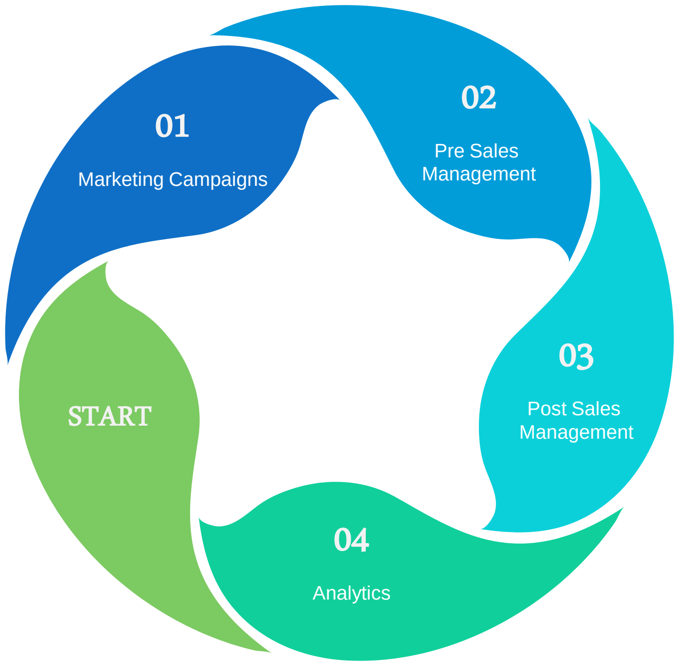
Retaining Customer Relationships

Retention focuses on service adaptability – delivering not what the market wants but what customers want.

Analytics

Integrated data, better insights.

Perform cross-functional analysis to learn more about your business. Compare statistics from marketing campaigns with sales reports and find out which customers are most valuable, and which needs more nurturing.



CRM BUSINESS WORKFLOW

CRM FLOW FOR SALES

The flow of CRM for sales will typically start with the capture of new leads by Agents. These new leads will come from webforms, email inquiries, email marketing campaigns, word of mouth or outbound calls.

Once the leads are captured the flow of the CRM process will have the newly captured leads assigned to the sales team.

The sales team will then work on the lead by getting approvals and try to close the deal by using CRM features such as events, tasks, email marketing, reminders and quotes.

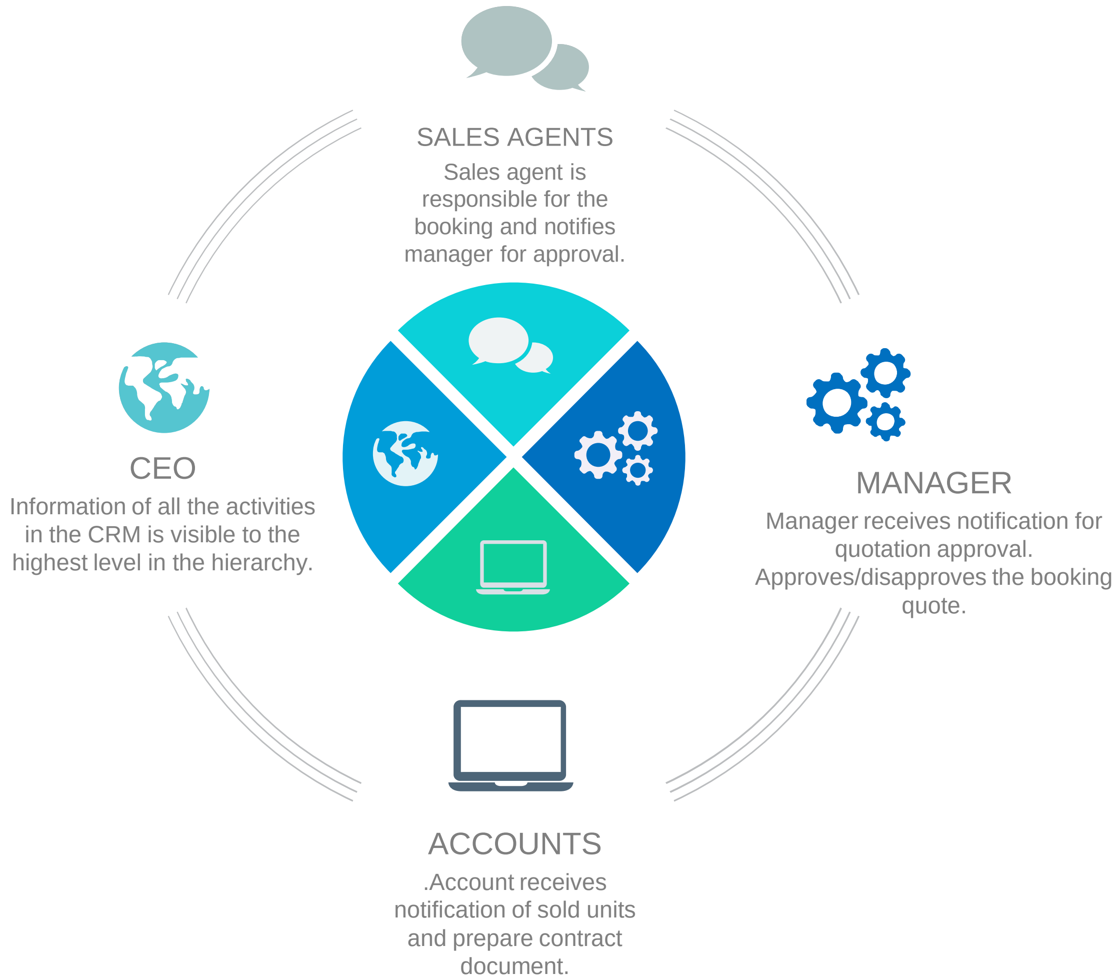
Final step of the CRM workflow for sales is the “close”. Upon close, the CRM flow then moves to projects and operations.

CRM FLOW THROUGH ACCOUNTING

As you work through your customers projects, you’ll need to bill your customer for units sale.

Your accounting team will then need to view payment plan and apply taxes, discounts and create contract document.

Final stage of the CRM workflow for the accounting department is simple, collect payments and manage overdue accounts.



MOBILE

CLOUD BASED PLATFORM

LEAD DISTRIBUTION & MANAGEMENT

CLIENT MANAGEMENT

LISTINGS/PROPERTY MANAGEMENT

CRM FEATURES

OPERATIONAL & PERFORMANCE ANALYTICS

REMINDERS NOTIFICATION

The All in one CRM that helps you automate and create engaging experiences along your entire customer journey.

INTEGRATED TELEPHONY/LIVE CHAT

CALENDAR

MANAGE WORKFLOW & APPROVALS

ENSURE TOTAL VISIBILITY

Businesses thrive on the insight and predictability delivered by the Dashboard view and depth of reporting. Peer into the future and perfect your forecasting with key performance metrics.

Relevant features:

- ✓ Pipeline management
- ✓ Sales reporting
- ✓ Sales forecasting

NO DEAL LEFT BEHIND

The **activities feature** guarantees follow up. If you tend to procrastinate, the **deal notification** keeps you accountable by reminding you to take action.

Relevant features:

- ✓ Activities and notes
- ✓ Reminders and notification
- ✓ Automated workflow escalations

360-DEGREE HISTORY OF YOUR CONTACTS

Everything about a contact in one convenient view. This includes detailed contact info, emails and call logs, their purchase history, docs and collaborative notes from other team members, and more. When you’re ready to reach out, start an email or a phone call in just a click.

Relevant features:

- ✓ Contact information
- ✓ Purchase history
- ✓ Documents and collaboration notes

SPOT PIPELINE PERFORMANCE WITH INSIGHTFUL PRE-BUILT ANALYTICS

The analytics dashboard shows you the current health of your organization. From there, you can switch to viewing team, rep activity, and pipeline analytics that reveal actionable trends and uncover opportunities for growth.

Relevant features:

- ✓ Sales insight
- ✓ Historical purchase
- ✓ Team performance

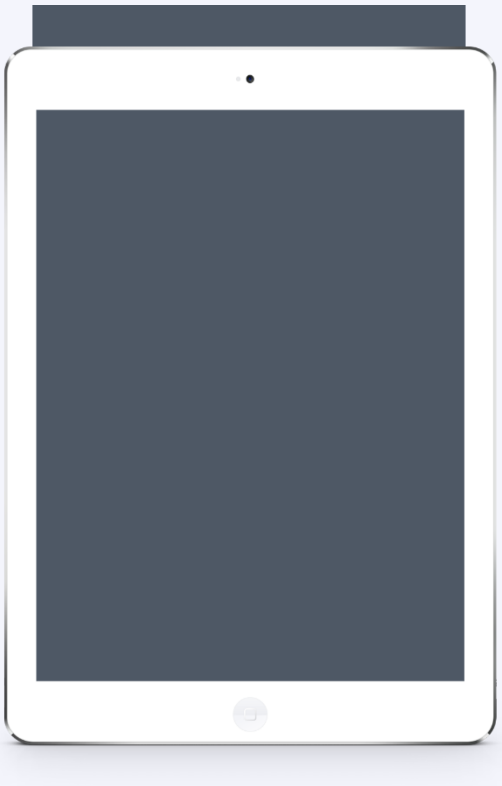
DETAILED TASKS AND CALENDAR EVENTS

If you’re not yet ready to reach out about an opportunity, create a task to follow up. If you’ve already set up a meeting, though, then schedule a calendar event

Relevant features:

- ✓ Sales insight
- ✓ Historical purchase
- ✓ Team performance

MOBILE APPLICATION



Assertively implement one-to-one platforms whereas cooperative schemas. Interactively productize client-centered core competencies without bleeding-edge infomediaries. Monotonectally enhance client-based interfaces rather than seamless manufactured products.

Mock Up Device one-to-one action items before pandemic imperatives.

01. Our Portfolio

Assertively implement one-to-one platforms whereas cooperative schemas.

02. File Archive

Assertively implement one-to-one platforms whereas cooperative schemas.

Thank You

For Your Attendance