DIGITAL TRANSFORMATION OF

REAL ESTATE AND CONSTRUCTION BUSINESS

In4Suite® - *A PLATFORM TO STREAMLINE AND AUTOMATE YOUR BUSINESS PROCESSES*

In4Suite® was built as a need to transform Real Estate Developers and Construction firms from a world of paper and manual processes, to a digital world with streamlined automated processes

The **In4Suite®** Digital Platform Architecture

IN SIDE

SELL SIDE

BUY SIDE

Web Portal
- ⊘ Customer
- ⊘ Broker
- ⊘ Rentals & Facilities

Mobile App
- ⊘ Client
- ⊘ Broker
- ⊘ Customer
- ⊘ Rentals & Facilities

Web Portal
- ⊘ Contractor
- ⊘ Vendor

Mobile App
- ⊘ Vendor

In4Suite® Core Modules
including Business Intelligence & Dashboards

(Module icons: Rental, Facilities, Files, Home, BI, Land, Legal, Liaison, HR, Assets, Expenses, Finance, Sales, Leads, Purchase, Engg, Projects)

Add on components: ⊘ CTI   ⊘ Social Media   ⊘ Finance Connectors   ⊘ Chatbot

In4Suite® "Building Digital Organizations of the Future"

All organizations have a BUY SIDE, SELL SIDE and an IN SIDE. The fundamental building blocks for a digitally ready organization architecture is to have a product platform that enables this future ready approach. In4Suite® is designed to be used out-of-the-box and deployed rapidly to achieve these results.

- ⊘ The **BUY SIDE** refers to the business processes and stake holders that are vendors & suppliers to the organization.

- ⊘ The **SELL SIDE** refers to the business processes and stake holders that enable the Sales & Revenue models off the organization.

- ⊘ The **IN SIDE** refers to the business processes and stake holders of the organization that are internal to the firm and require a platform to perform their functions to facilitate the **BUY** side and **SELL** side transactions most effectively.

In4Suite® is built around the premise that **connecting** the **BUY** side, **SELL** side and **IN** side of the organization, on a **single platform**, through a digital chain, enables a huge amount of efficiency and disrupts the traditional way of doing business. This in turn reflects immediately at the bottom line of an organization.

By leveraging the **extended organization** concept, using portals and mobility, that are tightly integrated to the In4Suite® platform, the organization builds a completely connected internal and external organization architecture which allows the flow of information in real time.

Implementing In4Suite® leads to a complete digital transformation of the organization and releases a huge amount of efficiencies across all groups and departments in an organization.

Key Modules

Land

- Land banking and land details management with Google Maps integration.
- Includes detail land survey map achieving, storage of DWGs, etc.
- Captures all details of land purchase and payment schedules including ownership information, title information, agent associated.
- Captures essence of transactions: JD, JV, Outright Purchase or Redevelopment.

Engineering

- Budgeting and Estimation of works
- Creation of a budget by work category for issue and control of Work Orders.
- Create a budget by Material Type for issue and control of Purchase Orders and ordering of material by Purchase department.
- BOQ Master upload, Issue Work Orders, Maintain Contractor Master, Consultant Master, Tendering.
- Frequent real time updates via Abstracts from site.
- Planning and Scheduling (MSProject, Primavera), Contracting.

Projects

- All key parameters for a project are setup using this module.
- Engineering Budgeting triggers, as well as Sales/ Marketing budgeting triggers are initiated from here.
- Sales payment plan creation, control of pricing escalations, PLCs, Car Park Stock, etc.
- Definition of check lists for hand over.

Rentals

- Creation of Lease Agreements with appropriate terms and conditions including rent free period management, deposits, car parks, amenities, right of first refusal, etc.
- Lead and customer management process.
- Rental broker management.
- Revenue share agreements.
- Bulk generation of invoice and receipts.

Facilities

- Define Property Management projects to manage both internal (self built) and external.
- Define budgets for management of property including billing and revenue schedule.
- Issue payments as per budget planned.
- Invoicing and collection of Common Area maintenance charges.
- Creation of schedule of maintenance and activities.
- Reminders and alerts of renewals of key items like preventive maintenance schedules, insurance, etc.

Legal & Liaison

- All legal document management associated to various modules across the application.
- Documentation templates for all transactions.
- Linked to Liaison and Land module to manage land purchase process.
- Can maintain documentation related to all Liaison works.
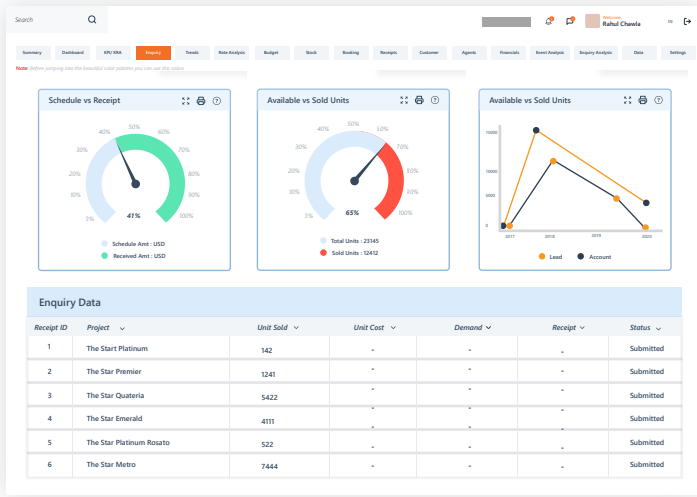- Maintain a checklist and schedule of clearances.

Purchase

- Receive alerts on receiving indents for materials from site.
- Collate indents on similar materials to produce Purchase Order.
- Maintain Supplier Master, Material Master and Quotations.
- Manage returns to supplier. Keep list of best suppliers/supplier performance in check.
- Rate comparisons and Analysis.
- Quotation Management, Inventory Management.

Finance

- Approvals of all payments – Land, Legal, Liaison, Projects, WO/Certificates, Supplier Certificates, Sale Receipts, Leasing, Receipts.
- Creation of COA and mapping to transactions for auto posting.
- Review of Financial Statements: Day Book (Bank, Cash), Balance Sheet, Profit and Loss, Cash Flows.
- Schedule of Payments based on Cash flows.
- 100% integration real time into SAP-FICO, Quick Books, Tally®, Oracle Financials, or any third party accounting system.

Sales & CRM

- Tracking all leads from all sources. Mapping of leads and qualification process by internal sales teams.
- Follow up process map and trigger point setting at each stage. Tracking efficiency of Pre-Sales and Leads management.
- Capturing of all interactions at all levels with customer and pushing the deal towards closure.
- CTI integration (inbound and outbound) possible with auto – recording of interaction facility, emails, voice call tracking.
- Targets per sales person and actuals performed.
- **Maintain Sales Stock:** Sold, Available, Blocked, On Hold, Unreleased.
- **Customer Profile: CRM,** Customer interaction management, Sold units management. Customer management via self-service. Customer Portal Marketing planning, Budgets/Forecasting.
- **Email Templates:** Birthday Wishes, Greetings, Payments, general bulk email to customers, SMS messages, etc.

Dashboard & Analytics(Business Intelligence)

- ⊘ Detailed analytics available for each module and department. Can build Dashboards customized to the client's environment and requirements on the fly.

- ⊘ Drill downs, slider widgets, selectable and dynamic graphs. Business Intelligence and Decision support tool.

- ⊘ Built specifically for the Real Estate Industry with world class tool.

Some Dashboards include:

- ⊘ **Sales Module:** Sales Stock Analysis, KPI, KRAs, Receivables by Aging, Sales Analysis, Customer Profile, Financing Analysis.

- ⊘ **Engg Module:** KPI, KRAs, Budget vs. Actual, Spending Patterns, Advance Analysis, Material Escalation Analysis, AP, Project Costing.

- ⊘ **Purchase Module:** KPI, KRAs, Budget vs. Actual, Spending Patterns, Indent, PO Analysis, GRN, Supplier Performance, AP.

- ⊘ **Finance Module:** Fund Flow, Cash in/out flow Analysis, Outstanding-payable, receivable, Future Cash Flow, IRR.

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As a fast growing company within the construction industry we wanted to digitize our operations and have a birds eye view of all the operational activities of the business and had been in the market for the past 2 years looking for a tailored solution for the construction industry because of the unique nature of it's operations. We came across In4Suite® after a lengthy research that was dedicated to real estate and construction industry only which made customising and adaptability very easy.

Mr. Bharat Kerai

Director at Ark Constructions Ltd

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Easing Business Operations

"Understanding the business domain and easy implementation helps us to focus on business and not worry about operations"

Ranjeeth R

Managing Director, DRA Homes.

In4Suite® Esteemed Clients (670+)

Our India Locations

HQ - Bangalore

Embassy Heights, Tower A, 7th Floor, No. 13, Magrath Road, Bangalore 560025, India.
P: +91 90360 38666

Mumbai

512-1, Shivai Plaza, Marol Co-operative Industrial Estate Road, Andheri (E), Mumbai - 400059
P: +91 90360 38666

Delhi / NCR

Incuspaze - Noida Campus, A – 68, Sector – 64, Noida - 201 307
P: +91 90360 38666

Call us on

+91 80 4299 4000
+91 90360 38666

For business inquiries

sales@in4velocity.com

Visit us at

www.in4velocity.com

Our Global Locations

Africa | Kenya | Nigeria | Egypt | Dubai | Saudi Arabia | Bahrain | Oman | Qatar | Malaysia
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