



DIGITAL TRANSFORMATION OF

**Real Estate and
Construction Business**

Experience Your Business in Software

We Digitally Transform Real Estate and Construction Firms with our Award Winning Products!



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

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



The In4Suite® Digital Platform Architecture

IN SIDE

SELL SIDE

Web Portal

- ☑ Customer
- ☑ Broker
- ☑ Rentals & Facilities

Mobile App

- ☑ Client
- ☑ Broker
- ☑ Customer
- ☑ Rentals & Facilities



BUY SIDE

Web Portal

- ☑ Contractor
- ☑ Vendor

Mobile App

- ☑ Vendor

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

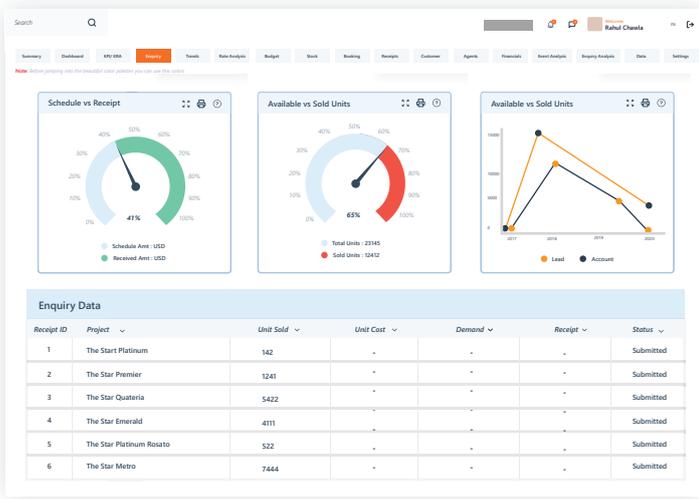
- ☑ Receive alerts on receiving indents for materials from site.
- ☑ Collate indents on similar materials to produce Purchase Order.
- ☑ Maintain Supplier Master, Material Master and Quotations.
- ☑ Manage returns to supplier. Keep list of best suppliers/supplier performance in check.
- ☑ Rate comparisons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



In4velocity's ERP fulfills all our requirements for our business today and provides a single channel to access information and our data. The integration with Tally accounting is excellent. The implementation was done quickly and the team has supported our users well. We are very happy with the overall package.

Mr. Mohamed

CEO, Hajar Services Limited. Kenya



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.

In4Suite® Esteemed Clients (670+)



Middle East

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