



# Revolutionising Real Estate: How **ELV Projects** transformed Channel Partner Operations



Presented by:

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**i** Case Study after Implementing  
the Channel Partner Module

# Agenda

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# Company Overview

**ELV Projects**, a prominent **Real Estate** developer based in **Bangalore, India**, faced significant challenges in managing and onboarding channel partners while effectively communicating commission details and avoiding lead conflicts. They sought to enhance Channel partner on-boarding, streamline documentation processes, and improve overall efficiency.



# Clients Background



**ELV Projects** is a leading Real Estate developer known for its scale and multiple projects. Based in Bangalore, India, they had an extensive network of channel partners but struggled with effectively managing them and ensuring seamless communication.

# Problem Statement

ELV Projects needed a solution to



Improve Channel partner on-boarding



Streamline documentation uploads

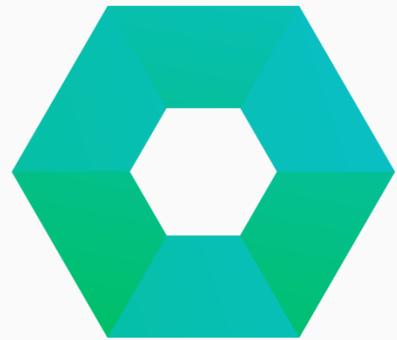


Allocate leads more efficiently

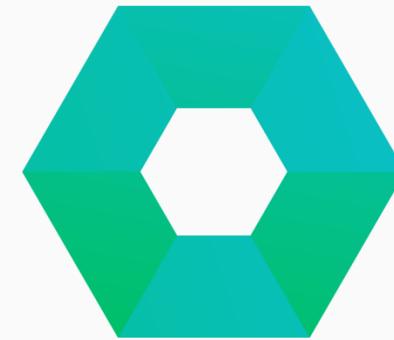
They also wanted to track Customer Site visits and measure the performance of Channel partners and CP managers.

# Solution

Habytat provided **ELV Projects** with a



**Customized White-labelled  
Channel Partner Mobile  
App**



**Integrated seamlessly with  
LeadSquared CRM**



**With the Solution ELV  
Projects on-boarded over  
150 channel partners**



**Manage thousands of  
qualified leads effectively**

# Implementation

## Development

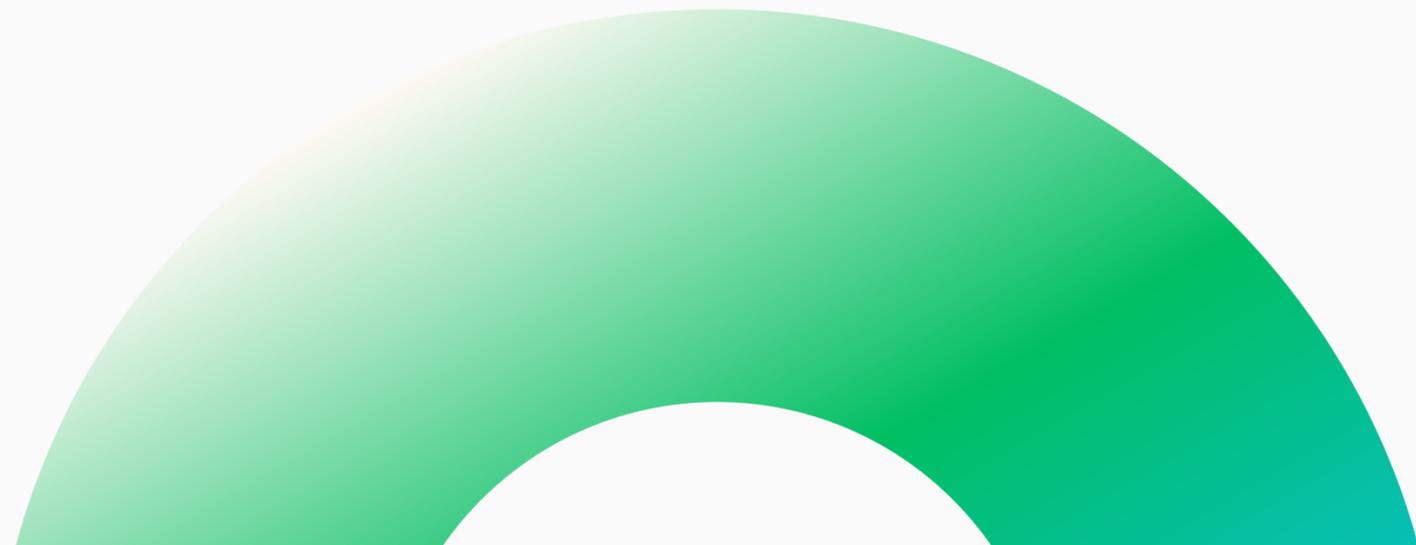
- The project spanned more than three months and involved the development.

## Implementation

- Implementation of a channel partner mobile app with real-time database technology

## Synced data with Lead-squared CRM

- This app seamlessly synced data with LeadSquared CRM, ensuring efficient Lead Management.



# Results and Benefits

The transformation was remarkable. **ELV Projects** experienced **improved site visit conversions**, **enhanced customer experiences**, and eliminated unattended customers due to large footfalls, resulting in a significant increase in sales efficiency.

Additionally, channel partner and manager performance improved, and the company could now curate customer requirements with lead information, allocate sales executives accurately, and provide real-time analytics to track channel partner performance.

# Testimonial

"Habytat's solution has revolutionized our channel partner operations. We now have real-time insights, better customer engagement, and increased sales efficiency. It's been a game-changer for ELV Projects."

Rajesh

Marketing Manager



# Conclusion

**ELV Projects'** success story demonstrates how a tailored CRM solution can drive efficiency and profitability in real estate operations.



# Get In Touch

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Discover how we can help streamline your operations and boost your bottom line.

