



# Zavanti CRM for Property Development

## Solution Overview

Zavanti CRM for Property Development is a solution that allows developers to manage all aspects of the sales process, from the creation of marketing campaigns through initial registration of interest from a potential purchaser, through to the final offer and acceptance process. The solution has been designed and developed as a powerful XRM application for organisations whose focus is cleverly managing their property development sales portfolios. By leveraging the power of the Microsoft Dynamics CRM platform, Zavanti delivers an elegant and powerful solution that enables property developers to maximise their return on their sales and marketing efforts.

Manage the entire Sales Process in an intuitive way

- Capture registrations of interest for all your developments, from any source:
  - Web, email, phone, walk-in
- Capture key information:
  - Prospect details
  - Relevant Site, Stage and Lot
  - Enquiry Source
  - Purchase motivation
  - Timeframe to buy
  - Price preference
  - Property type
- Track progress for every sales opportunity
  - Initial Enquiry
  - Presentation Achieved
  - Deposit taken
  - Documents exchanged
  - Settled

Workflow driven processes and checklists ensure that users are guided every step of the way

- Tracking of scheduled and actual events
  - Offer accepted
  - Contract issued
  - Date deposit due / date deposit received
  - Date finance due
  - Settlement date
  - Building plans received
- Project and site management
  - Issue and risk tracking
  - Title information
  - House and land packages
  - Pricing matrix
  - Agency fees
  - Sales commissions
  - External Agents
  - Additional releases of land

## Contact :

### Australia

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+61 2 8080 4800  
E: [sales@zavanti.com](mailto:sales@zavanti.com)  
A: 9 Stanley Lane  
Darlinghurst NSW 2010

### North America

T: +1 951 454 1881  
A: Chino, CA

### New Zealand

T: +64 27 446 0047  
A: Wellington



## Key benefits :

### EFFICIENCY

- Better sales tracking
- Lower operational costs
- Reduce user workload
- Streamline sales operations

### SPEED

- Meet deadlines & budgets
- Better time management
- Improved employee productivity
- Works in Outlook
- Effective pipeline management
- Reduce time-consuming errors

### SECURITY

- Proactive decision making
- Improved planning/forecasting
- Less room for error
- Improved visibility

### LEADERSHIP

- Improved insight & vision
- Drive sales
- Greater control over sales
- Produce detailed reports

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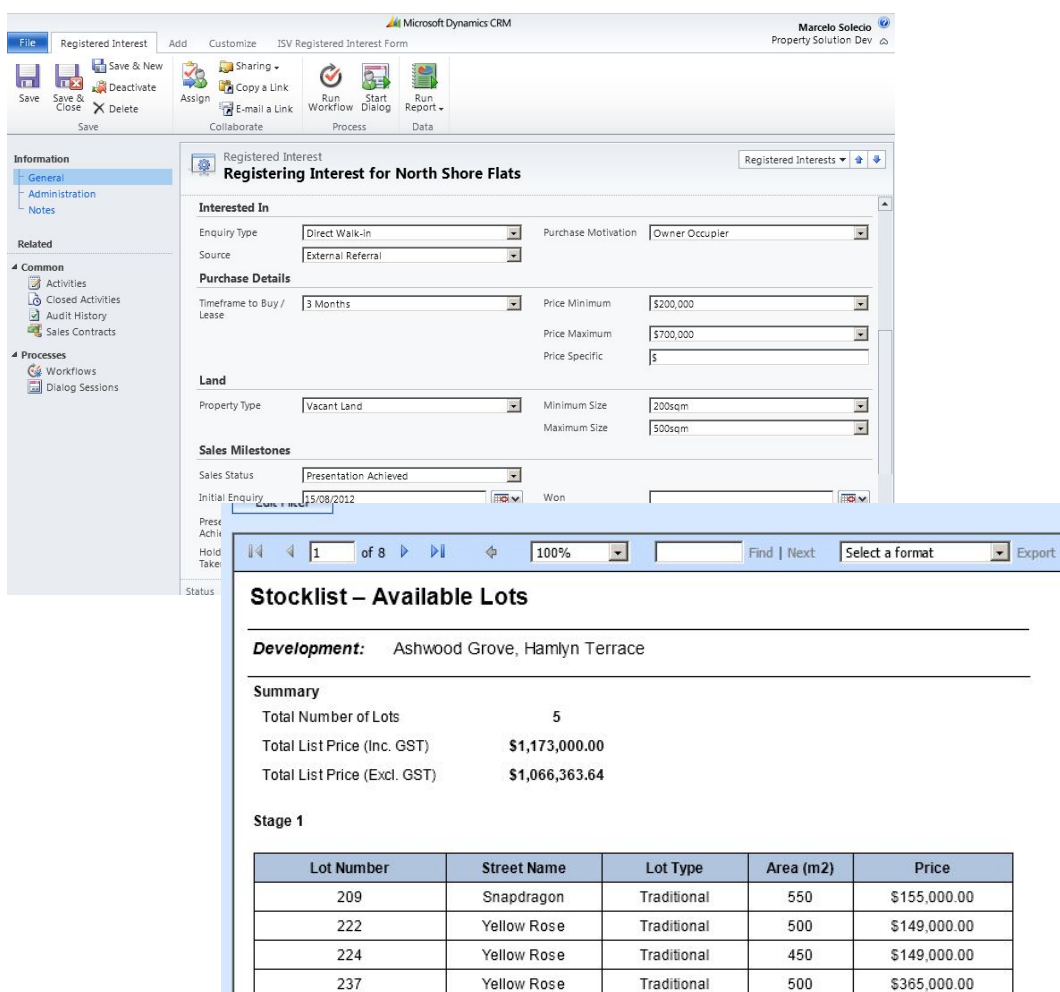
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See the software

### Overview

Screen shots and reports are a great way to demonstrate exactly how software works. Below are some samples of the Zavanti Property Development solution.



**Registered Interest**  
**Registering Interest for North Shore Flats**

**Interested In**  
Enquiry Type: Direct Walk-in  
Source: External Referral  
Purchase Motivation: Owner Occupier

**Purchase Details**  
Timeframe to Buy / Lease: 3 Months  
Price Minimum: \$200,000  
Price Maximum: \$700,000  
Price Specific: \$

**Land**  
Property Type: Vacant Land  
Minimum Size: 200sqm  
Maximum Size: 500sqm

**Sales Milestones**  
Sales Status: Presentation Achieved  
Initial Enquiry: 15/08/2012  
Won: [ ]

**Stocklist – Available Lots**

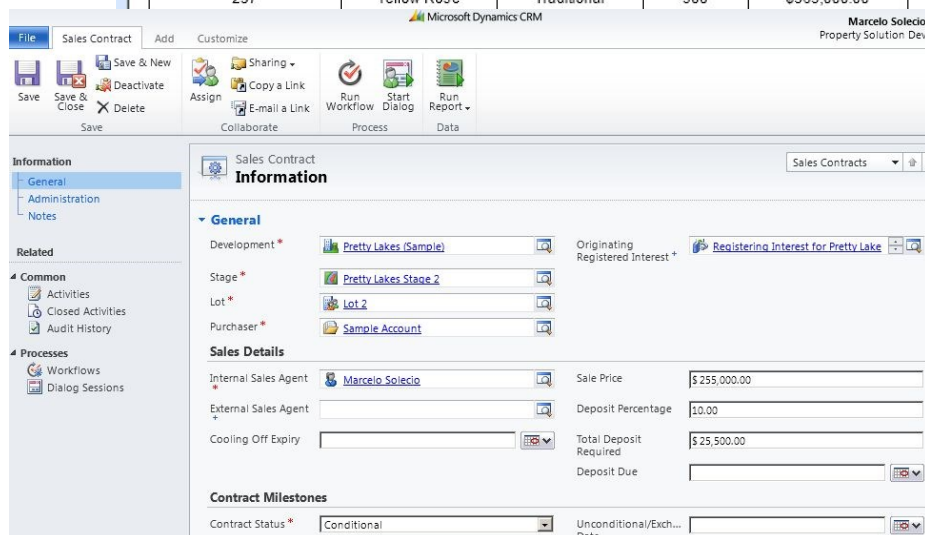
**Development:** Ashwood Grove, Hamlyn Terrace

**Summary**

Total Number of Lots	5
Total List Price (Inc. GST)	\$1,173,000.00
Total List Price (Excl. GST)	\$1,066,363.64

**Stage 1**

Lot Number	Street Name	Lot Type	Area (m2)	Price
209	Snapdragon	Traditional	550	\$155,000.00
222	Yellow Rose	Traditional	500	\$149,000.00
224	Yellow Rose	Traditional	450	\$149,000.00
237	Yellow Rose	Traditional	500	\$365,000.00



**Sales Contract**  
**Information**

**General**  
Development: Pretty Lakes (Sample)  
Stage: Pretty Lakes Stage 2  
Lot: Lot 2  
Purchaser: Sample Account

**Sales Details**  
Internal Sales Agent: Marcelo Solecio  
External Sales Agent: [ ]  
Cooling Off Expiry: [ ]  
Sale Price: \$255,000.00  
Deposit Percentage: 10.00  
Total Deposit Required: \$25,500.00  
Deposit Due: [ ]

**Contract Milestones**  
Contract Status: Conditional  
Unconditional/Exch... Date: [ ]