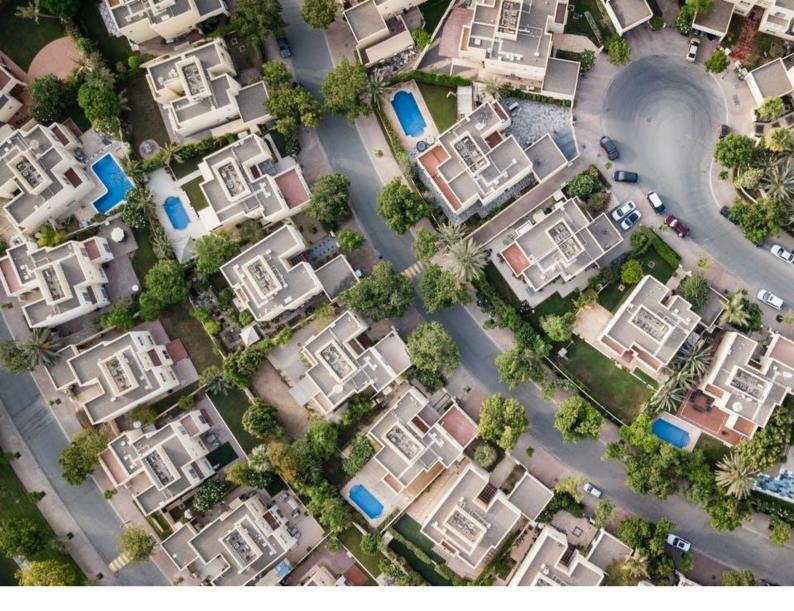# How Direction Software LLP helped a leading name in Real Estate Industry implement Microsoft Business Central

About the Company

This Company is a partnership enterprise dedicated towards building communities that enrich, engage and inspire their residents Headquartered in UAE. This company has the vision of creating prime residential properties with best-in-class amenities, all provided at an accessible price point.

The Business Need

With various projects in planning and working, the client was keeping a track of all their project timelines, budgeting, cashflow, workflow, cost management and much more in Microsoft Excel. Their whole planning and operation management was being tracked on spread sheets while all their financial management was being tracked on Tally. This dis-integrated system was leading them to receive inaccurate information and non-availability of information which was causing a lot of delay in business decision making.

The prime requirement for the client was an integrated platform and system that provides accurate and real-time information to all the stakeholders for better business decisions.

The Solution

Direction Software LLP helped them implement Microsoft Dynamics 365 Business Central that delivers integrated functionality and provide support for their project, financial, operational, sales & marketing management. The detailed solution is as follows:

Sales and Marketing:

Processes such as generation of lead, defining hierarchical project details (blocks, phases, buildings, villas, units), sales commission and brokerage, instalments and payment milestones, termination of units, swapping of units, transfer of units, PDC collections, final settlement (sales deed, property registration were done on D365 Sales.

Project and Operation:

Processes such as feasibility study, budget cost planning (land acquisition, construction cost, infrastructure cost, design and consultancy fees, project management), approvals, procurement were are mapped in Microsoft Dynamics Business Central.

Finance and MIS:

Processes such as project accounting based on work completion, IFRS revenue recognition, projected cashflow and fund flow, fixed assets management, cost accounting, bank reconciliation, financial statements, project wise PnL and costs analysis were mapped in Microsoft Dynamics Business Central.

About Direction

Direction Software LLP is an early Microsoft Gold Certified Partner in India that is specialized in developing & implementing Internet strategies for businesses & providing high-end software development services including Custom Programming & Oshore Development. With our solutions, we've helped enterprises automate their business process by implementing various solutions in the Microsoft Business Solutions spectrum.

Our vision is to be a trusted IT partner, leveraging our knowledge of tools and technologies to provide simple, integrated and innovative solutions that result in maximum customer satisfaction.