



iProperty Cloud for Estate Agents and Property Groups

September 2019

<http://iproperty.cloud/>



Practice Lead Profile:

Mohamed Mostafa

Technologist with strong Business
Focus



- **Career:**
 - CRM Practice **Director @ KPMG** UK
 - **Senior Manager @ Accenture** UK
- **Education:**
 - Masters Software Engineering, University of Nottingham, UK
 - Masters of Business Management, Henley Business School, UK
- **Achievements:**
 - Led multi-million pound complex & **successful** Programmes **Globally** (UK, US, Europe & MENA)
 - Managed large onshore & offshore delivery teams across **multiple continents**

Senior Business Consultant Profile:

Matthew Hedges

Change expert with strong technology background



- **Career:**

- Customer Service & Contact Centre background - B2B & B2C
- **12+ years experience** as Senior Manager focusing on:

Technology / Change / Business Insight

- **Achievements:**

- Delivered the **first flagship complex deployment of Microsoft Dynamics Field Services for Repairs** within a large UK Housing Association with 6000+ units and properties
- Led major **Change Programmes** covering people, process and technology including reducing rent arrears by over 30% in 12 months



TechLabs
● London

Introduction to TechLabs London

Our Achievements



TechLabs
● London

01

Recently delivered the **FIRST EVER** Microsoft Dynamics AI in Europe

02

Microsoft **Cloud Embed Partner** – **1st in Europe**

03

Microsoft **Co-Build Ready** and **Co-Sell Ready**

04

Strong & **Direct links with Dynamics 365 Product Group**, MS Partner & ISV teams

05

Certified Microsoft Dynamics 365 solution Provider on UK Government G-Cloud 10

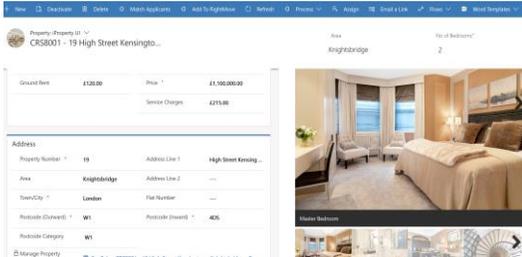
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Featured in MS Inspire Las Vegas 2018 – Rising Microsoft Partner of the year

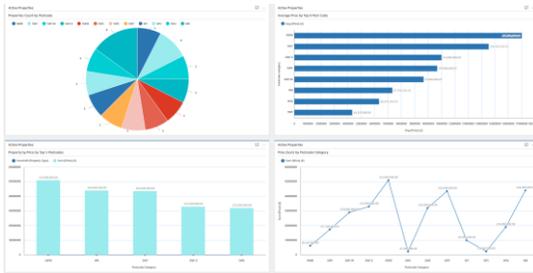
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Team behind **1st UCI Solution globally on Microsoft AppSource**

Private Sales



Private Lettings



Property Marketing

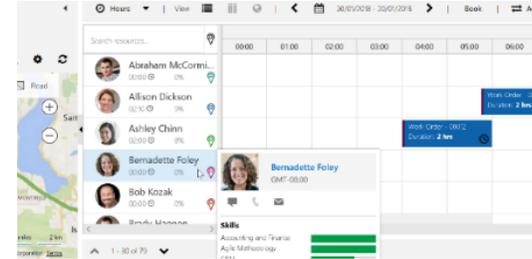
Service Charges



Social Housing: 32+ Processes

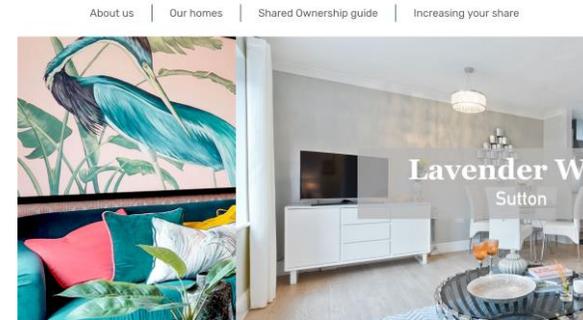
Shared Ownership

Repairs



Property Maintenance

Customer Portal



iProperty | Sales > Postcode Sales | **SANDBOX** | Antony Spencer

Save As | New | Set As Default | Refresh All

Postcodes Performance

Active Properties

Properties Count by Postcode

Postcode	Count
SW10	12
SW7	6
SW1 X	3
SW5	3
SW1 W	3
W8	3
W14	3
SW1	3
SW15	3
SW16	3
SW17	3
SW18	3
SW19	3
SW20	3
SW21	3
SW22	3
SW23	3
SW24	3
SW25	3
SW26	3
SW27	3
SW28	3
SW29	3
SW30	3
SW31	3
SW32	3
SW33	3
SW34	3
SW35	3
SW36	3
SW37	3
SW38	3
SW39	3
SW40	3
SW41	3
SW42	3
SW43	3
SW44	3
SW45	3
SW46	3
SW47	3
SW48	3
SW49	3
SW50	3

Active Properties

Average Price by Top 8 Post Code

Postcode Category	Avg (Price) (£)
SW10	£1,059,250.00
SW7	£1,533,333.33
SW1 X	£1,000,000.00
SW5	£1,666,666.67
SW1 W	£1,666,666.67
W8	£733,333.33
W14	£633,333.33
SW1	£4325,000.00

Active Properties

Property by Price by Top 5 Postcodes

Postcode Category	CountAll (Property Type)	Sum (Price) (£)
SW10	6	£31,000,000.00
W8	6	£24,000,000.00
SW7	6	£43,600,000.00
SW1 X	3	£33,000,000.00
SW5	3	£32,000,000.00

Active Properties

Price (Sum) by Postcode Category

Postcode Category	Sum (Price) (£)
(blank)	£4,670,800.00
NWB	£5,145,000.00
SW10	£17,300,000.00
W8	£29,000,000.00
SW7	£33,000,000.00
SW1 X	£33,000,000.00
SW5	£32,000,000.00
SW7	£51,000,000.00
W8	£43,000,000.00
SW1	£44,000,000.00

All Leads

Leads by Enquiry Source

Source	Count
Help to Buy	11,100
(blank)	1,084
Site Signage / Hoarding	146
Facebook	285
Other	378, 86, 5, 5, 48, 11, 12, 841, 11

All Leads

Leads by Rating

Rating	Count
Cold	14,152
Warm	8

Open Leads

Open Leads by Source of Enquiry

Source	Count
Help to Buy	840
(blank)	1,083
Site Signage / Hoarding	146
Facebook	285
Other	2, 84, 2, 46, 7, 10, 10

Leads Last 7 Days

Leads Created By (per day)

Day (Created On)	Stephanie Lang	Severine Clerembault	Myles Johnson
5/22/2019	10	0	0
5/23/2019	0	0	0
5/24/2019	0	0	0
5/28/2019	0	0	0
5/29/2019	0	0	0

Leads Created (last 1 month)

Leads Created By (per month)

Week (Created On)	Stephanie Lang	Severine Clerembault	Myles Johnson
Week 18 of 2019	100	100	100
Week 19 of 2019	100	100	100
Week 20 of 2019	100	100	100
Week 21 of 2019	100	100	100
Week 22 of 2019	100	100	100

Leads Created (last 12 months)

Leads Created By (last year)

Month (Created On)	Stephanie Lang	Severine Clerembault	Myles Johnson
Nov 2018	0	0	0
Dec 2018	0	0	0
Jan 2019	0	0	0
Feb 2019	0	0	0
Apr 2019	0	0	0
May 2019	100	100	100

Active Contacts

Active Contacts by Lead Source

Active Contacts

Active Contacts by Sales Status

All Items

Queue Items by Worked By

Management Information

Property Portals & Social Media built-in Integration

iProperty Cloud built-in 1-Click integration

- Send full Property details with photos to:
 - Rightmove, Zoopla, On the Market,
 - Facebook, Twitter
- **Retrieve Leads from Property Portals: Rightmove and Zoopla**

facebook



iProperty Cloud Estate Agent added 4 new photos.
Just now · 🌐

For Sale 3 bedrooms Terraced in Kingshill Grange, High Wycombe
Excellent property in a great location



iProperty Cloud Agency
@iPropertyCloudAgent

Follow

For Sale a spacious 3 bedrooms Terraced overlooking the Thames, Henley. Fantastic property with excellent views and in a great location



4:26 am - 5 Apr 2018



Matthew Hedges

Address: Windsor Court
Kingsmead Business Park High
Wycombe HP11 1JU

Tenancy Ref: DUMMYFIN0011
Tenancy Start: 18/03/2013
Tenancy End:



Licence Status

125

Negative Points

0

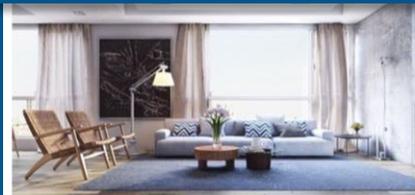
Positive Points

25

Well done you are doing a great job



Customer View



Timeline

Enter a note...

Filter by (Click To Filter)

By record type

All

5

2 Posts

3 Activities

Activity status



OLDER



Start Date CRM Service - 02/05/2017 4:00

contact opnemen follow -up
OPGELET IRA IS IN CONTACT MET HEN !!! gebeld
bouwstijl in de omgeving van Marbella/ in de heu
van resto's/ dorpie. Hebben zich ingeschreven op

Assign Delete ...



Start Date iProperty Cloud - 02/05/2017 2:00

contact opnemen follow -up

User View

IP	Contact Method	Marketing Materials
IP Country	Email	Bulk Email
IP Location	Mail	Do not allow Bulk Mails
IP postcode	Phone	Phone (Auto Dialler)
Facebook	Allow Text Messages	Bulk SMS
Twitter	Fax	Last Date included in Campaign
LinkedIn	Preferred Method of Contact	Score
Profiling & Behavioural		Total Score

Category	For Sale	Price	Residential
Ground Rent	---	£285,000.00	
		Service Charges	£0.00

Address	Address Line 1
Property Number	Cooper Way
Area	Cippenham
Town/City	Slough
Postcode (Outward)	Postcode (Inward)
SL1	9JA

Photo Gallery & Property Record

Property: iProperty UI ▼
47 Cooper Way - Cippenham - For ...

Area: Cippenham No of Bedrooms: 2 *

New Vendor Instruction ...
Completed in 2 hours

Select Contacts Property Basic Information Property Valuation Complete Property Setup Market Property

General Property Details Property Checklist Portals & Social Matching Applicants Map & Local Info Market Intelligence History Related

Category	For Sale	Portal Category	Residential
Ground Rent	---	Price	£285,000.00
		Service Charges	£0.00

Address

Property Number	47	Address Line 1	Cooper Way
Area	Cippenham	Address Line 2	---
Town/City	Slough	Flat Number	---
Postcode (Outward)	SL1	Postcode (Inward)	9JA

Manage Property Sale: ---

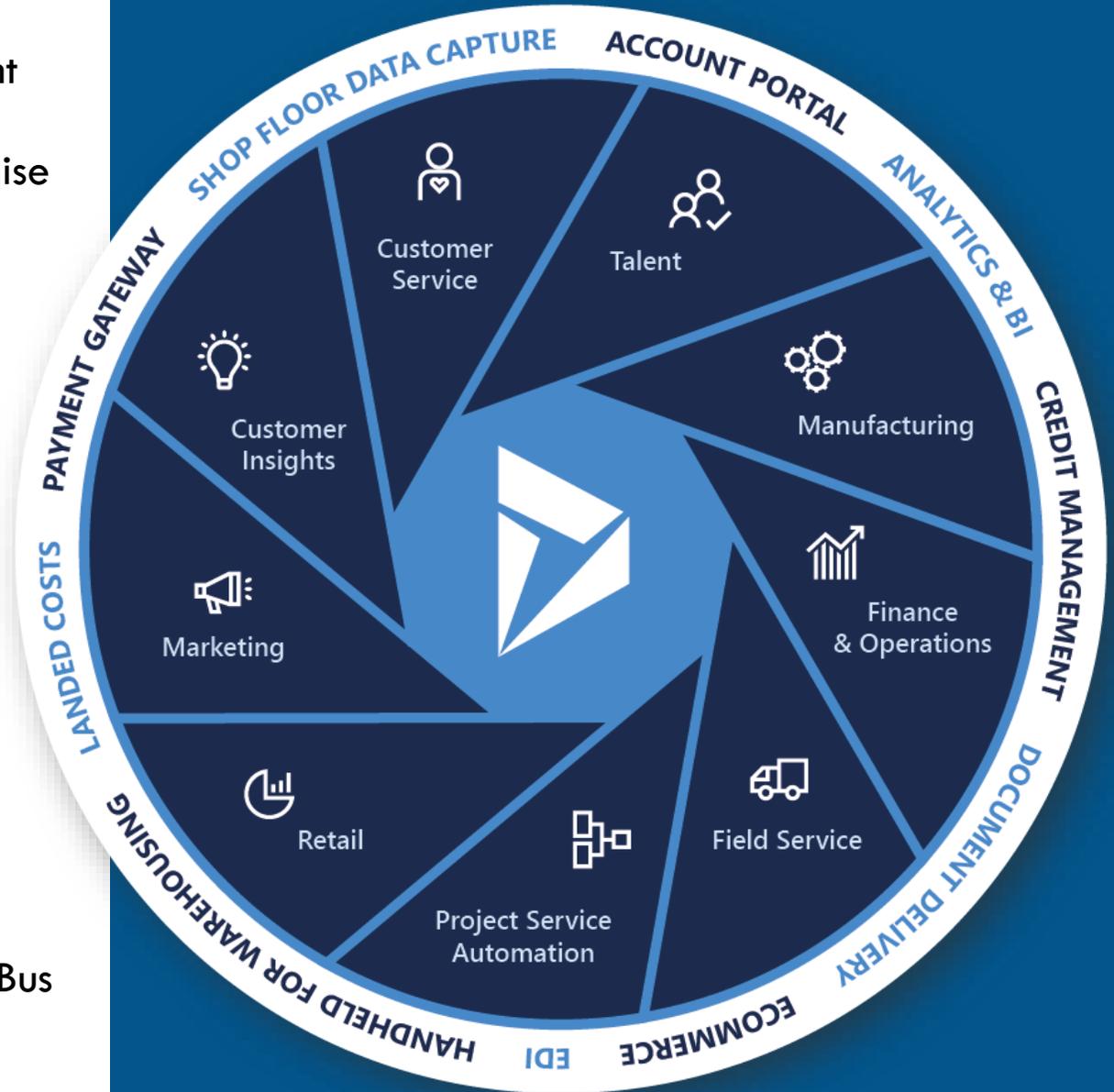


Living Room



Systems Integration & Custom Development

- Dynamics 365 and Power Platform Development
- Multiple Systems Integrations Cloud & On-premise
- Web Development and Customer Portals
- Azure & Dynamics 365 Artificial Intelligence
- E-Commerce Solutions
- Full Stack .Net Custom Development
- .Net MVC and .Net Core
- Azure Bot Framework
- Azure Cognitive Services
- Azure Functions, Logic Apps and Azure Service Bus



CONTACT



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