



KINGS DEVELOPERS LTD

INTRODUCTION

Established in 2009, Kings Developers Limited has become synonymous with the development of ultra-high commercial, residential, retail, hospitality and mixed-use properties, making it the premier quality homes developer in the East African property market.

Growth and customer service was becoming difficult to manage with Tally ERP and as a result ACeTeK was contracted to put in place SAP Business One.

THE CHALLENGE

- ✓ Disparate systems with duplication of work
- ✓ Limited reporting, limited functionality
- ✓ Needed CRM fully integrated with property management and finance to manage growth and minimize on lost opportunities

KEY BENEFITS

- ✓ Automated lease and utility management with billing based on price agreements along with scheduled increments
- ✓ Serving customers better with accurate property information
- ✓ Better insight into active opportunities ensuring higher closure rates
- ✓ More proactive with automated follow ups on opportunities, collections, payments, services, among others
- ✓ Improved issue tracking with integrated service, stock and purchase features for scheduled, recurring and adhoc tasks
- ✓ Controlling spend against budget and cash flow



COMPANY KEY FACTS

- Industry : Real Estate
- Sector : Management and Development
- Previous Solution : Tally ERP

“The system offers increased control and automation in one central system providing timely and accurate information. This is clearly the way to go for a growing company.”

“ACeTeK’s help and experience meant that, in the end, it was easy to put our vision into practice.”

Abdulkadir Hassanali - Director



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