

Hypio aims to provide an independent online mortgage broker in the Czech Republic. This means freeing applicants from a number of personal bank visits. The applicant will find out all the details (including legal counseling), consulting and deal details in one place, from the comfort of home.

Hypio was looking for a solution that would provide and collect information from customers and consultants as well as provide a lawyer's platform for communication and management of customer consultation / requirements.

"Salesforce enables us to create an efficient and fast way to create dedicated applications for specific agendas. And even without the need for writing code. Enehan has sprouted not only with its perfect knowledge of the platform, but also with experience in sales and marketing. "

**Filip Rufer
Hypio, s.r.o.**

Enehan has offered and implemented a solution that connects the Web Sales Zone and Salesforce. Consultants and lawyers have received their dedicated applications to help them efficiently handle individual customer requirements. The whole mortgage process is much faster, more efficient and more convenient for the customer.

Key functionalities

- Dedicated applications for individual agendas
- Bi-directional integration and data synchronization between Customer Zone and Salesforce Process
- Control of customer requirements
- Covers the entire mortgage processing process - from a non-binding customer's calculation on a web site to sending an approved application to the bank's product system
- Creates a back-office agenda in Salesforce and a web user interface (Drupal)

Basic implementation parameters

- Used Sales Cloud products
- Dedicated applications for mortgage specialists, bank administrators and lawyers
- Project implemented in 6 months
- Integration on a corporate website (Drupal)
- Salesforce bidirectional integration and web site

