




# Custom Salesforce Platform Dev for Real Estate Firm

## PROJECT DETAILS

 Custom Software Development

 Dec 2019 - Ongoing

 \$10,000 to \$49,999

 *"They are always willing to make features happen."*

## PROJECT SUMMARY

Prism Solutions has been hired by a commercial real estate firm to develop a Salesforce-based platform with multiple API integrations. The team has also customized the pages based on the client's preferences.

## PROJECT FEEDBACK

Prism Solutions has met the client's scope and development plan as they continue to build new features. They mainly use Asana and Zoom to manage the project and communicate with the client. The QC could still be improved, but the client is satisfied with their partnership overall.



## The Client

Please describe your company and your position there.

We are a top commercial real estate firm in the nation, I am managing director and head of development for our tech.

## The Challenge

For what projects/services did your company hire Prism Solutions, and what were your goals?

We hired Prism Solutions to create a fully custom Salesforce based platform used prospecting and deal and career management.



**Mike Kenworthy**

Managing Director & CTO,  
Commercial Real Estate Firm

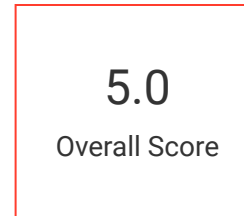


Real estate



El Segundo, California

### CLIENT RATING



Quality: 4.5



Schedule: 5.0



Cost: 5.0



Would Refer: 5.0



## The Approach

How did you select this vendor and what were the deciding factors?

I selected Prism based on their technical know how, experience, and overall professionalism when it comes to managing their projects.

Describe the scope of work in detail, including the project steps, key deliverables, and technologies used.

Sales force lighting custom pages, with multiple API integrations. There is not much this team cannot do when it comes to Salesforce dev.

How many people from the vendor's team worked with you, and what were their positions?

We typically have a development team of 2-3 programmers and a project manager / QC person.

## The Outcome

Can you share any measurable outcomes of the project or general feedback about the deliverables?

The project has met my original scope and development plan. We continue to build new features to give our agents the absolute best platform in the industry.

Describe their project management style, including communication tools and timeliness.

The team primarily uses Asana, combined with video/Zoom calls.





What did you find most impressive or unique about this company?

They are always willing to make features happen. This is a refreshing attitude.

Are there any areas for improvement or something they could have done differently?

Quality control could be improved. We are developing quickly and sometimes this creates bugs that need to be fixed frequently.

