CORAL & MARINA

Maple CONSULTING

CHALLENGES ⌄

At Coral & Marina, one of the main challenges was the reimplementation of the room quoting tool within the CRM. The complexity arose from the need to handle group bookings and include multiple additional services within a single quote. Another key goal was to make the data entry process more transparent and efficient, allowing advisors to generate quotes quickly and seamlessly while speaking with the guest.

TOURISM

MEXICO

SOLUTIONS ⌄

Sales Cloud

Custom template and LWC

Dashboards & Reports

BENEFITS ⌄

1 **Improved accuracy of quotations**

By standardizing the quoting process and automating calculations, errors in quotes were reduced, ensuring guests receive reliable pricing every time.

2 **Replaced manual tools with streamlined digital processes.**

Manual tasks and spreadsheets were replaced by automated digital workflows, making quotations faster, more accurate, and easier to manage.

3 **Centralized and automated reporting for all quotations**

A system that collects all quotes in one place and generates real-time reports automatically, allowing management to monitor performance, track trends, and make informed decisions quickly.

CORAL & MARINA HOTEL