

Customer Success Story

White Orchid enables DocuSign for their Community

“By leveraging the Salesforce Platform, Partner Communities and AppExchange, we were able to extend our proprietary solution to our industry partners quickly and affordably.”

John Matthews, CEO of White Orchid

Overview

White Orchid is a leader for home staging and preparing homes for sale. Since their founding, White Orchid has staged over \$1 billion in real estate over the past decade. Through their growing network of home staging professionals, they are able to connect sellers to the most relevant home staging service provider.

Find Your Home Staging Solution Now with White Orchid Interiors

Our interior design stagers offer the best value and are trusted by more real estate professionals



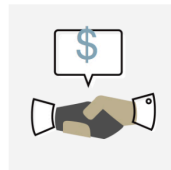
Get Staged for Sale

We have the largest selection of home staging furniture, designer artwork and decor accessories. Nobody stages more real estate than White Orchid Interiors.



Get Offers on Your Home

When your home is professionally staged for sale and looking its best, prospective buyers are more inclined to visit, and when they visit, they make offers on your home.



Get Your Home Sold

When you work with White Orchid Interiors and a leading real estate agent in your neighborhood, you have the support to guide you through a successful sale.

Opportunity

- Fulfill requests to build an industry leading back-office solution for industry partners
- Leverage their own Salesforce platform to productize a solution
- Provide infrastructure, expertise and support via managed technologies

Solution

- Sales Cloud + Partner Communities
- DocuSign for Contact Management
- Kultarra for invoicing and payment processing
- Co-Branding of all technology for the different partners

Customer Profile

- Location: Denver, CO & Irvine, CA
- Employees: 10
- Industry: Real Estate Services
- Salesforce Solutions: Partner Communities, DocuSign
- Website: www.whiteorchidinteriors.com

Outcome

- Affordable back-office solution for real estate industry professionals
- Turnkey solution for real estate professionals to expedite contract and invoicing management
- Two week implementation time
- 1000% growth in first 5 months

