Condo Upgrade Application

Customer Selections & Vendor Pricing

Solution Highlights

Client:

The Fordham /
The Pinnacle of Chicago

Challenge:
Provide Consolidated Upgrade Application encompassing Vendor Data and Client Selections.

Solutions:
Web Based Front End /
Vendor Pricing Templates /
Comprehensive BackOffice Reporting Service

Benefits/Results:
Fully integrated system utilizing vendor data and customer selection down through contractor specs and audit reports.

Software/Services Detail:
Microsoft SQL Server 2000, XML, XSL, ASP, Microsoft Access

Construction, Our country was literally built on it. The signs of a vibrant community include wet cement and cranes in the air. Large development projects can transform neighborhoods and set an identity for its inhabitants.

Choice

Gone are the days when a "One size fits all" mentality satisfies home buyers. With the multitude of products on the market, customers expect the property is built to their specifications. The market is not only about colors, there are materials, finishes, sizes and even bevels! These choices can change from room to room as well as unit to unit.

To the developer, choice means opportunity. The opportunity to up sell a customer can prove very profitable. Developers are then stuck between providing upgrade choices for profit and managing options. Not only does the developer need to manage the product, he needs to manage vendors, change orders and price changes.

Historically, paper systems were used to track changes. Books were printed and forms created to follow the trail of the build out. Paper gave way to spreadsheets which made the job faster and more manageable.

Quality

While spreadsheets made the job faster, it did not address a slew of problems. Typically, each a spreadsheet would be kept for each vendor, unit, customer, upgrade category, etc. The inability to integrate the spreadsheets together left holes and and inconsistencies. If the Vendor Price Spreadsheet is updated, so must the Unit Pricing sheets, Sales Office documents and all accounting spreadsheets. Missing

even one item could cost the developer thousands of dollars. The answer is to develop an integrated upgrade application which stores, shares and reports on one set of data.

Parallax Technical Services, Inc.
Parallax Technical Services, Inc. has developed an application so flexible, it will track all vendor pricing, unit type definitions, units, rooms, upgrade categories, customer choices and changes and do all the accounting to boot. It even prints reports for the tradesmen to assure the right upgrade goes in the right room of the right unit.

No more searching through piles of paper when a product is discontinued. No more guesswork when a plumber needs to install hardware in a multi-bathroom unit.

At Parallax Technical Services, Inc. each client relationship is viewed as a Partnership. Parallax understands that quality information technology is critical to giving our clients the competitive edge they need in an ever changing and competitive business environment. We take pride in working one on one with every client, gaining thorough understanding of our client's needs, strengths, and challenges, thus enabling us to recommend both new systems and system improvements that will truly make our clients be more effective and competitive.

We succeed only when our customer succeeds.

At Parallax we are a full-service information systems company, whose experts can improve upon existing applications or create innovative new products, helping to promote growth and efficiency. Our products include a broad range of services from complex data warehousing systems to data management systems and cutting edge web designs. We are experienced in all phases of systems development from systems design through testing and training. Our technical specialists create innovative solutions to support the custom specifications of each client.

At Parallax Technical Services, Inc. our focus is on providing efficient and innovative information services and products to our clients. Simply and completely, Parallax offers clients a team of information technology experts, ready to access and fill every client's technological needs. At Parallax Technical Services, Inc. we firmly believe that Parallax is only as successful as we make our clients

With Developments like "The Fordham", "The Pinnacle", "The Legacy" and "City Front Plaza" as an example of success, we have been saving developers hundreds of thousands of dollars. The track record speaks for itself.

Our PC and web-based systems can integrate into any sales/accounting/project management environment, keeping all parties up to date on the latest developments. Our easy to use sales tool walks customers through each room of their unit and presents all categories of options to them. No more worrying if the sales staff is missing some opportunities. This alone could provide tens of thousands of additional upgrades.

The results have been proven. Our current clients feel that they will not start a project without the tool.

The Devil in the Details
No tool alone can solve the issues developers face each day. Vendors provide their data to the developers in various formats and styles. These are usually incomplete and ambiguous at best. This is the single biggest reason for the strain on information project management. Parallax has developed templates and methodologies to guide vendors and developers through the planning and implementation process.

These templates may be distributed early on so that vendors can provide a complete set of pricing and upgrade options in a uniform fashion. This has proven to take the devil out of the detail.

Partner, Not Product
At Parallax Technical Services, we consider ourselves partners in each project, not just an technology provider. Our services include scrubbing the vendor data, loading the data tables from the templates, and integrating the application into all facets of the sales and development environment.

Our team of system integrators can assist local staff in providing security, backup and connectivity solutions to best serve the client

Parallax continues to work with its clients, customizing reports and providing services until the job is complete.

Contact us today for a full demonstration. You'll be glad you did.

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