ConvergeSol
Solutions Focused On Your Business

Case Study

SaaS-based Vacay Rental Platform

www.convergesolution.com

CONVERGESOL INC

ABOUT CONVERGESOL

12+	70+	100%	7+
No. of Years in Business	No. of Team Members	Project Success Ratio	Years of Avg. Relationship Tenure

salesforce CONSULTING PARTNER

Microsoft Partner

Relativity

Industries We Serve

- Financial Services
- Insurance
- Real-estate
- e-Commerce
- Manufacturing
- Healthcare
- Non-profits
- e-Learning

BUSINESS PROBLEM

- The client recognized **a significant market opportunity** in the vacation rental industry, driven by the increasing popularity of alternative accommodations over traditional hotels and resorts.

- Building a vacation rental platform presented a lucrative business opportunity. **By charging fees or commissions** on bookings made through the platform, the customer-generated revenue while providing value to property owners and travelers.

- The client saw a chance to **capitalize on this trend** by creating a platform that offers unique features, caters to specific niches, and has a super user experience.

- The client wanted to provide **secure payment processing** using Stripe integration and rapid and precise search outcomes across millions of properties facilitated by Elasticsearch integration to ensure a seamless user experience.

- The major challenge was the **time and cost** of developing a custom platform.

OUR SOLUTION

- ConvergeSol helped the client **build a SaaS-based vacation rental platform** with the latest technology, including .Net Core, Angular, Mongo DB, Elastic Search, RESTful API, and various third-party integrations.

- Some key features that are implemented by our team are:

- **User Registration and Authentication:** Allow users to register accounts and authenticate themselves securely.

- **Property Listings:** Allow hosts to create detailed property listings. This includes uploading photos, writing descriptions, specifying amenities, setting availability calendars, and defining pricing and booking rules.

- **Advanced Search and Filtering:** Offer users robust search and filtering options to find vacation rentals that match their preferences. Filters may include location, dates, property type, amenities, price range, etc.

- **Instant Booking:** Enable hosts to offer instant booking options, allowing guests to book properties immediately without waiting for host approval.

- **Reviews and Ratings:** Allow guests to leave reviews and ratings for properties they have stayed in. Reviews help build trust and credibility for hosts and properties, while ratings provide valuable feedback for future guests.

OUR SOLUTION (Cont...)

- **Admin Dashboard and Management Tools:** Offer administrators and moderators access to a dashboard with tools for managing users, properties, bookings, reviews, payments, and other aspects of the platform.

- **Virtual Tours:** Provide interactive 360-degree views of vacation rentals, enabling guests to explore properties remotely, enhancing confidence, and facilitating informed booking decisions from anywhere.

- **Damage Claims:** Simplify the process for hosts to report and manage property damages, ensuring quick resolution and fair compensation through efficient communication and documentation within the platform.

- **Integration with Stripe** to securely handle transactions, offering guests and hosts convenient payment options while ensuring compliance and reducing friction in the booking process

- **Integration with Elastic search** enhances search functionality, providing fast and accurate results for users. It improves user experience, increases engagement, and boosts conversion rates on the platform.

BUSINESS BENEFITS

- Our solution gave the client a significant advantage by enabling them to **launch their platform in less than three months.**
- Platform offered more affordable accommodation options compared to traditional hotels, making travel **more accessible and budget-friendly for travelers**, especially for families or large groups.
- By connecting property owners with travelers and charging a **commission or service fee** for each booking, the client anticipates a steady stream of income.
- Platform **optimized for mobile devices,** allowing users to access and use the platform seamlessly on smartphones and tablets.
- Platform allowed **Secure Payment processing** facilitate transactions between Owners and Travelers.
- With **Promotions, discounts, and special offers** on select properties to incentivize bookings and attract budget-conscious travelers
- Our expertise in facilitating platform **scalability and disciplined release management** led the client to acknowledge us as a trusted and capable partner.
- Our successful partnership fulfilled immediate needs and laid a solid foundation for their platform's **long-term growth and development**.

THIRD PARTY INTEGRATIONS

Integrated **Elasticsearch** for scalable search and analytics, facilitating efficient data indexing, storage, and retrieval in diverse applications.

Integrated **Twilio** for seamless communication and enabling SMS to enhance customer engagement .

Integrated **Stripe** for secure online payments, enabling businesses to accept credit/debit card transactions and manage payments seamlessly.

Integrated **Facebook** for social media connectivity, allowing users to share, authenticate, and interact with their network within applications.

Integrated **Fluency Advertising** to market solutions and optimizing campaigns for maximum reach.

Integrated **Agency Analytics** for comprehensive marketing insights, streamlining data collection and analysis to optimize campaigns.

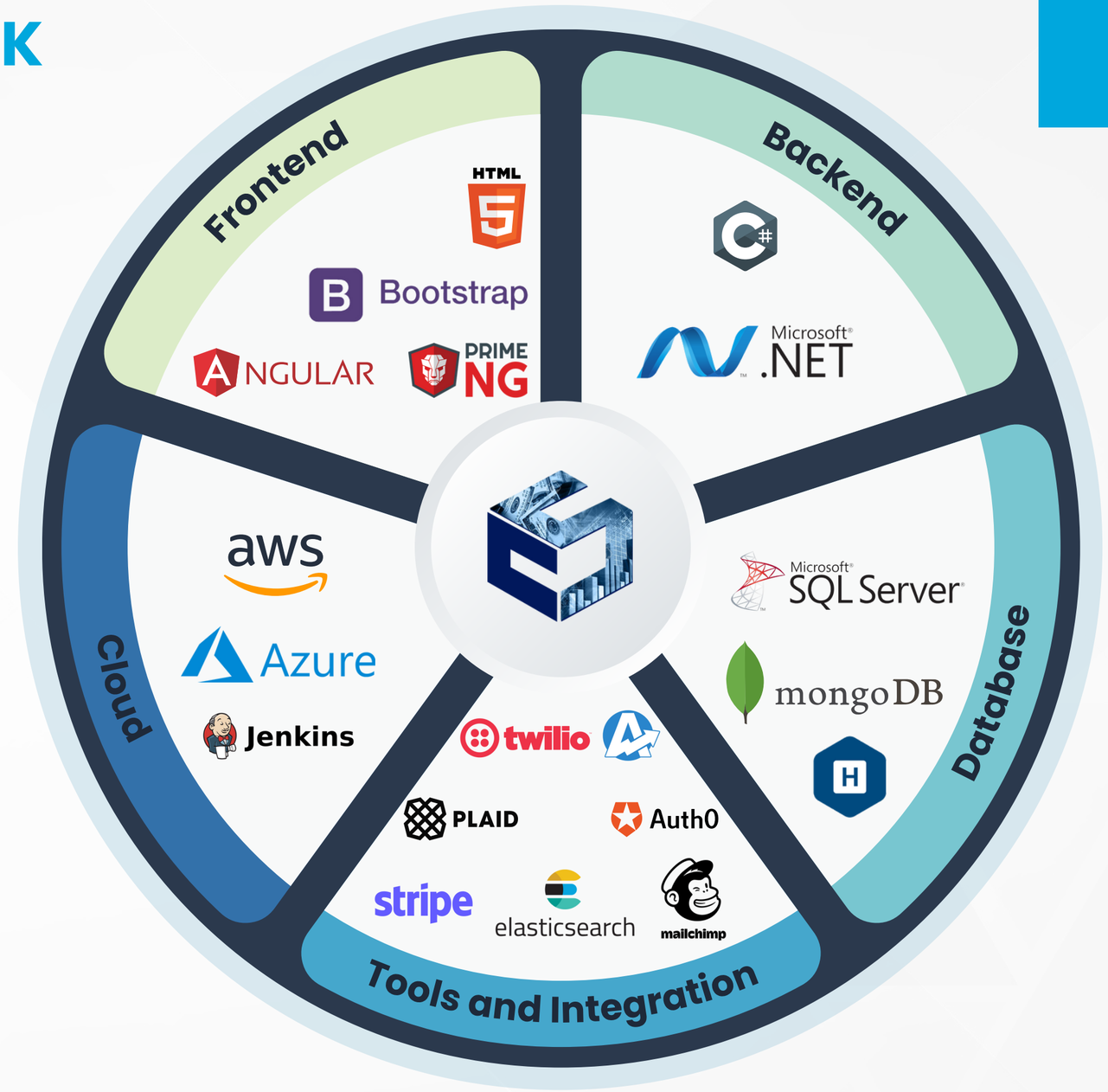
Integrated **Zapier** to automate workflows. Connecting various apps to streamline tasks and improve productivity by seamless data transfer.

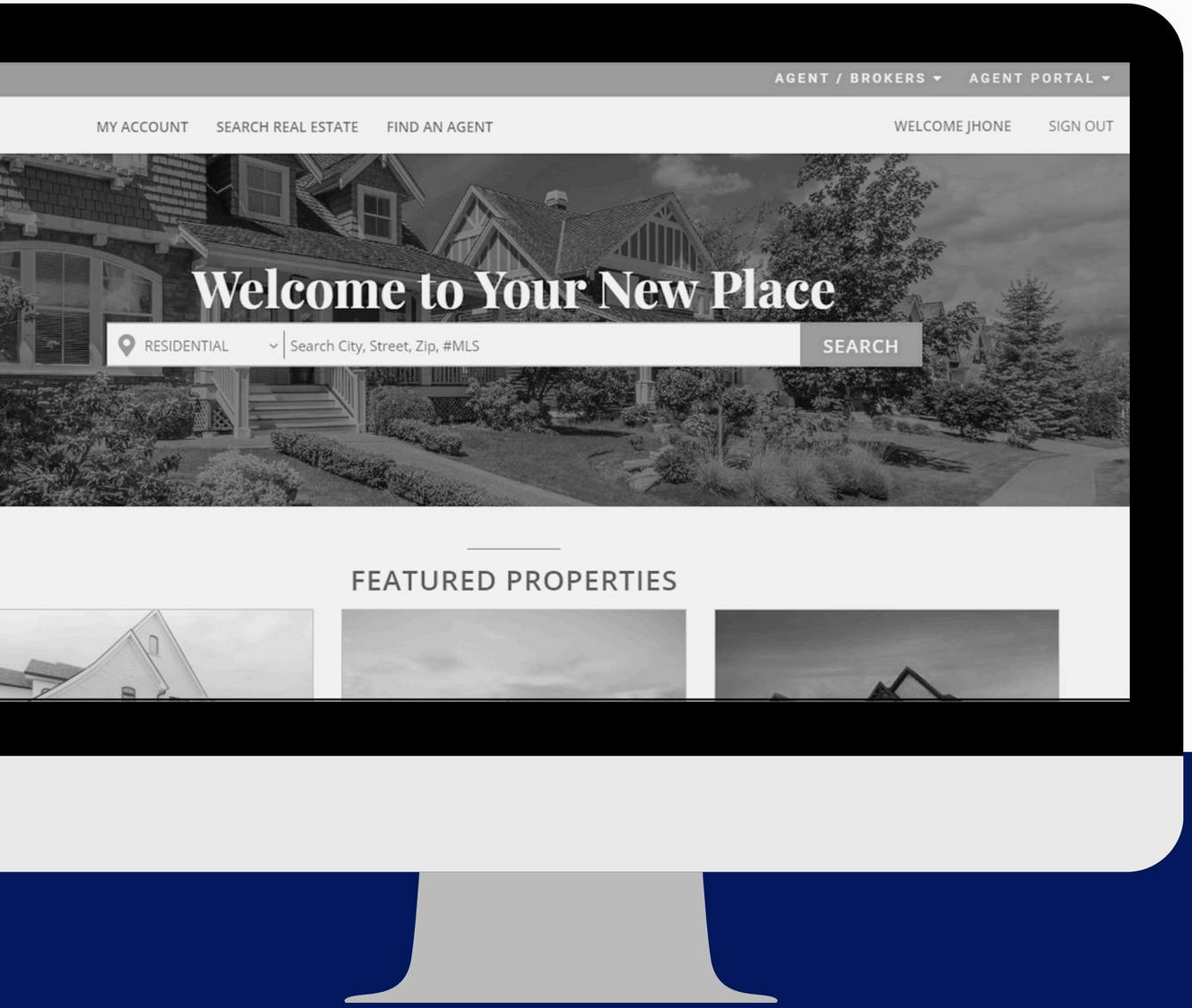
Integrated **Mapbox** for dynamic mapping solutions, offering customizable maps and location-based services to enhance user experience.

Other Integrations

PROJECT TECHNOLOGY STACK

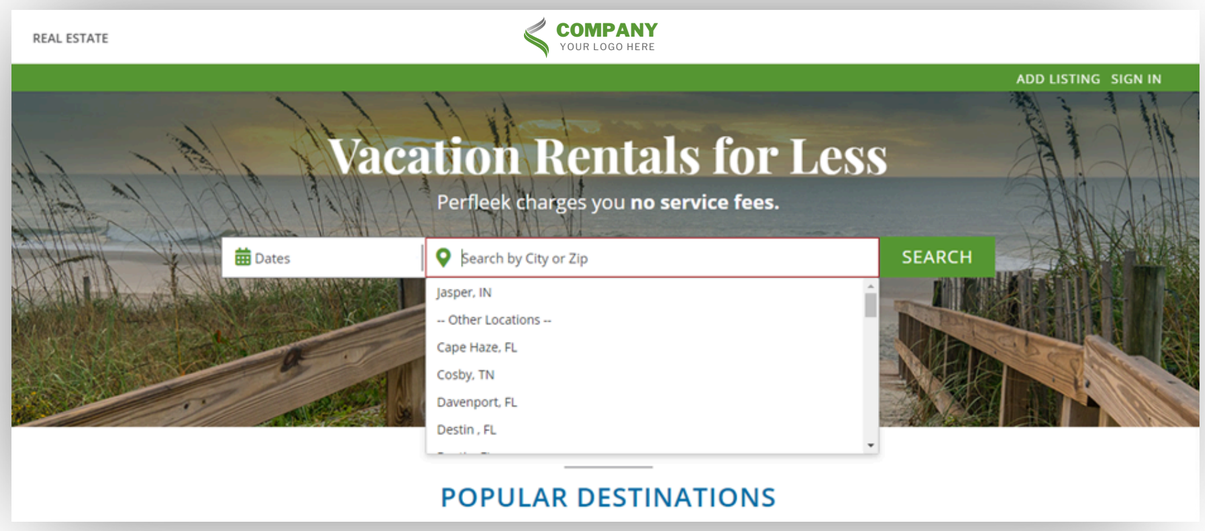
- Selecting the right technology stack for a project is a critical decision that can significantly impact the project's success.
- We have taken several factors into account while making our technology stack selection for project implementation:
  - Scalability
  - Performance
  - Security
  - Cost
  - Third-party Integrations
  - Time-to-Market

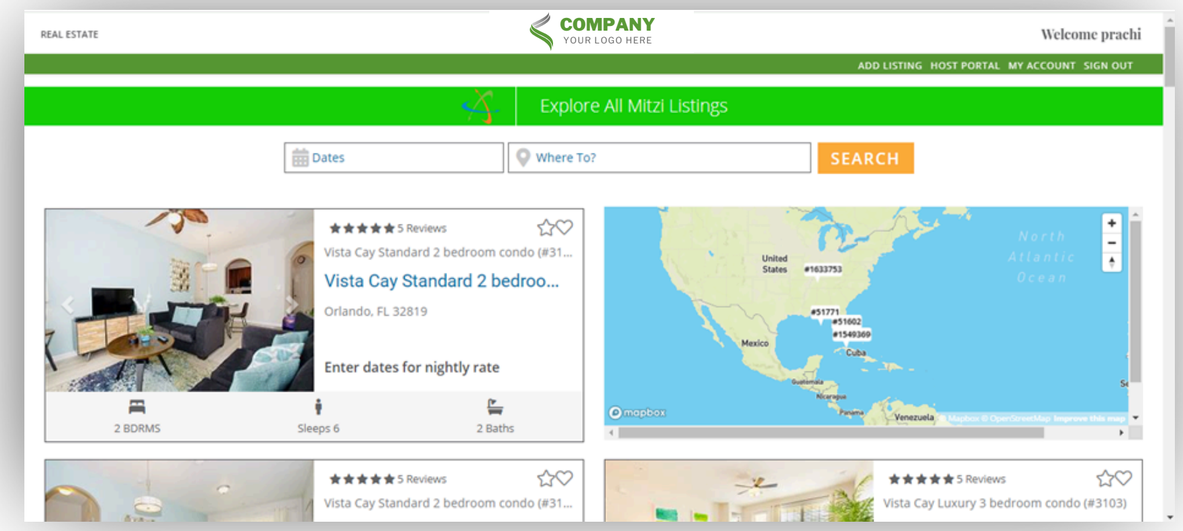


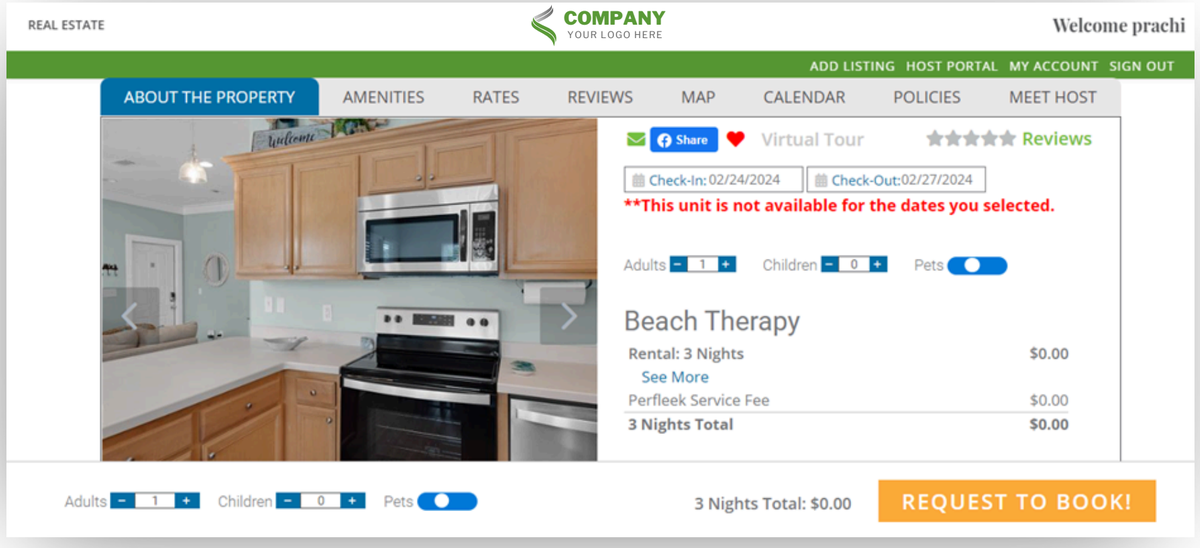


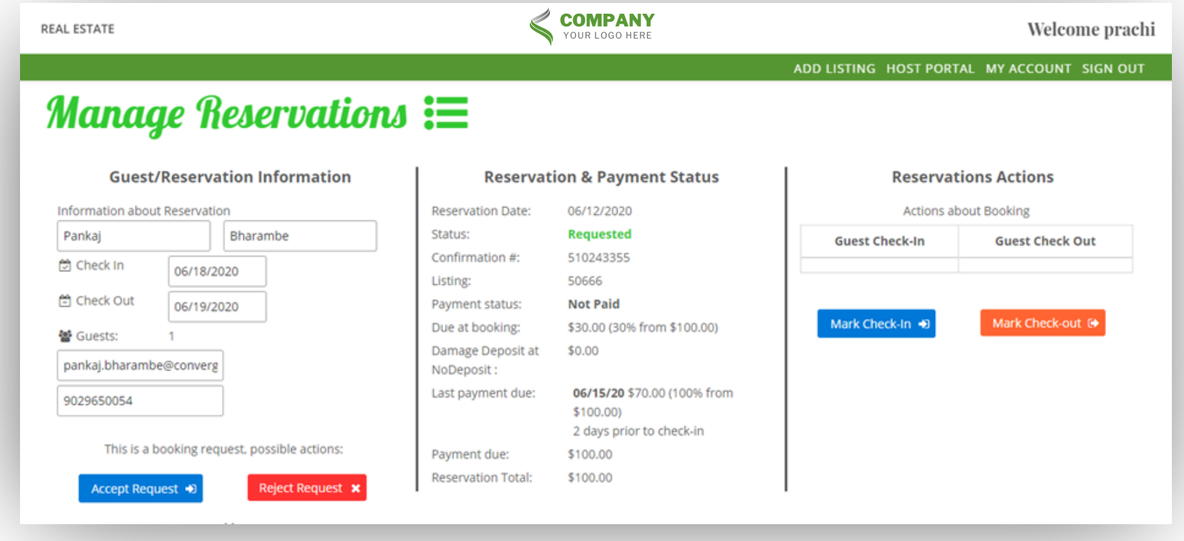
SAMPLE PROJECT SCREENSHOTS

Take a Look


REAL ESTATE
COMPANY
YOUR LOGO HERE
ADD LISTING SIGN IN
Vacation Rentals for Less
Perfleek charges you no service fees.
Dates
Search by City or Zip
SEARCH
Jasper, IN
-- Other Locations --
Cape Haze, FL
Cosby, TN
Davenport, FL
Destin , FL
POPULAR DESTINATIONS


REAL ESTATE
COMPANY
YOUR LOGO HERE
Welcome prachi
ADD LISTING HOST PORTAL MY ACCOUNT SIGN OUT
Explore All Mitzi Listings
Dates
Where To?
SEARCH
5 Reviews
Vista Cay Standard 2 bedroom condo (#31...
Vista Cay Standard 2 bedroo...
Orlando, FL 32819
Enter dates for nightly rate
2 BDRMS
Sleeps 6
2 Baths
Vista Cay Luxury 3 bedroom condo (#3103)


REAL ESTATE
COMPANY
YOUR LOGO HERE
Welcome prachi
ADD LISTING HOST PORTAL MY ACCOUNT SIGN OUT
ABOUT THE PROPERTY
AMENITIES
RATES
REVIEWS
MAP
CALENDAR
POLICIES
MEET HOST
Share
Virtual Tour
Reviews
Check-In: 02/24/2024
Check-Out:02/27/2024
**This unit is not available for the dates you selected.
Adults 1
Children 0
Pets
Beach Therapy
Rental: 3 Nights $0.00
See More
Perfleek Service Fee $0.00
3 Nights Total $0.00
Adults 1
Children 0
Pets
3 Nights Total: $0.00
REQUEST TO BOOK!


REAL ESTATE
COMPANY
YOUR LOGO HERE
Welcome prachi
ADD LISTING HOST PORTAL MY ACCOUNT SIGN OUT
Manage Reservations
Guest/Reservation Information
Information about Reservation
Pankaj
Bharambe
Check In 06/18/2020
Check Out 06/19/2020
Guests: 1
pankaj.bharambe@converg
9029650054
This is a booking request, possible actions:
Accept Request
Reject Request
Reservation & Payment Status
Reservation Date: 06/12/2020
Status: Requested
Confirmation #: 510243355
Listing: 50666
Payment status: Not Paid
Due at booking: $30.00 (30% from $100.00)
Damage Deposit at NoDeposit : $0.00
Last payment due: 06/15/20 $70.00 (100% from $100.00)
2 days prior to check-in
Payment due: $100.00
Reservation Total: $100.00
Reservations Actions
Actions about Booking
Guest Check-In
Guest Check Out
Mark Check-In
Mark Check-out

OUR DEVELOPMENT PROCESS

The Software Development Life Cycle (SDLC) is a well-established framework utilized in project management.

It encompasses the various stages involved in the development of an information system, starting from the initial feasibility study and extending to the maintenance of the completed application.

DISCOVERY

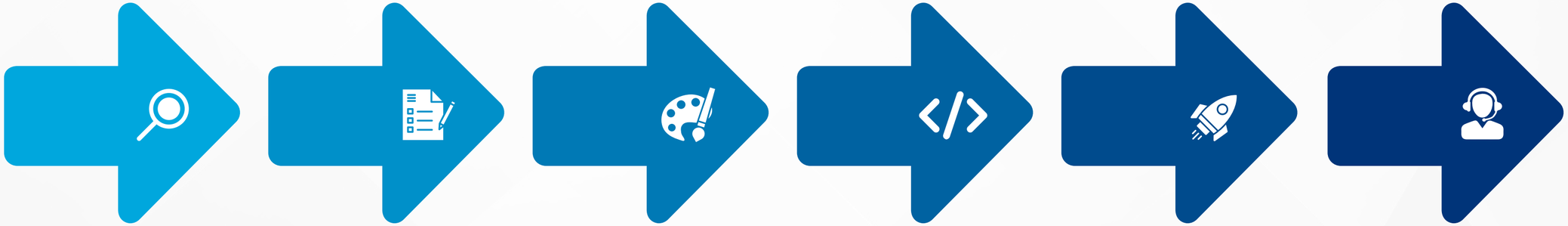
- In Depth Analysis
- Understanding Your Business
- Feasibility of Project

DESIGN

- Wireframe
- Web/Mobile
- Application Visuals
- Application Workflow

UAT & LAUNCH

- User Acceptance
- Testing
- Launch



PROJECT SPECIFICATION

- Requirement Understanding
- Finalize Scope
- Estimation
- Development Technologies

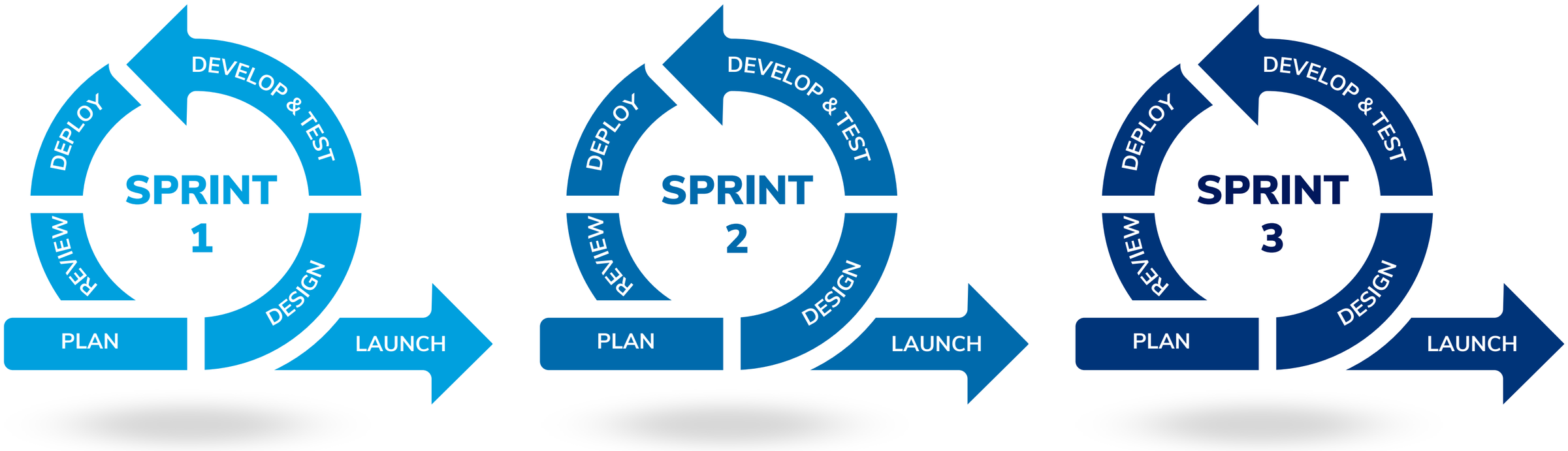
DEVELOPMENT & TESTING

- Project Planning
- Code Implementation
- Integration with 3rd Party
- Manual Testing
- Bug Fixing

ONGOING SUPPORT

- New Features
- Version Updates
- Server Management
- Backup

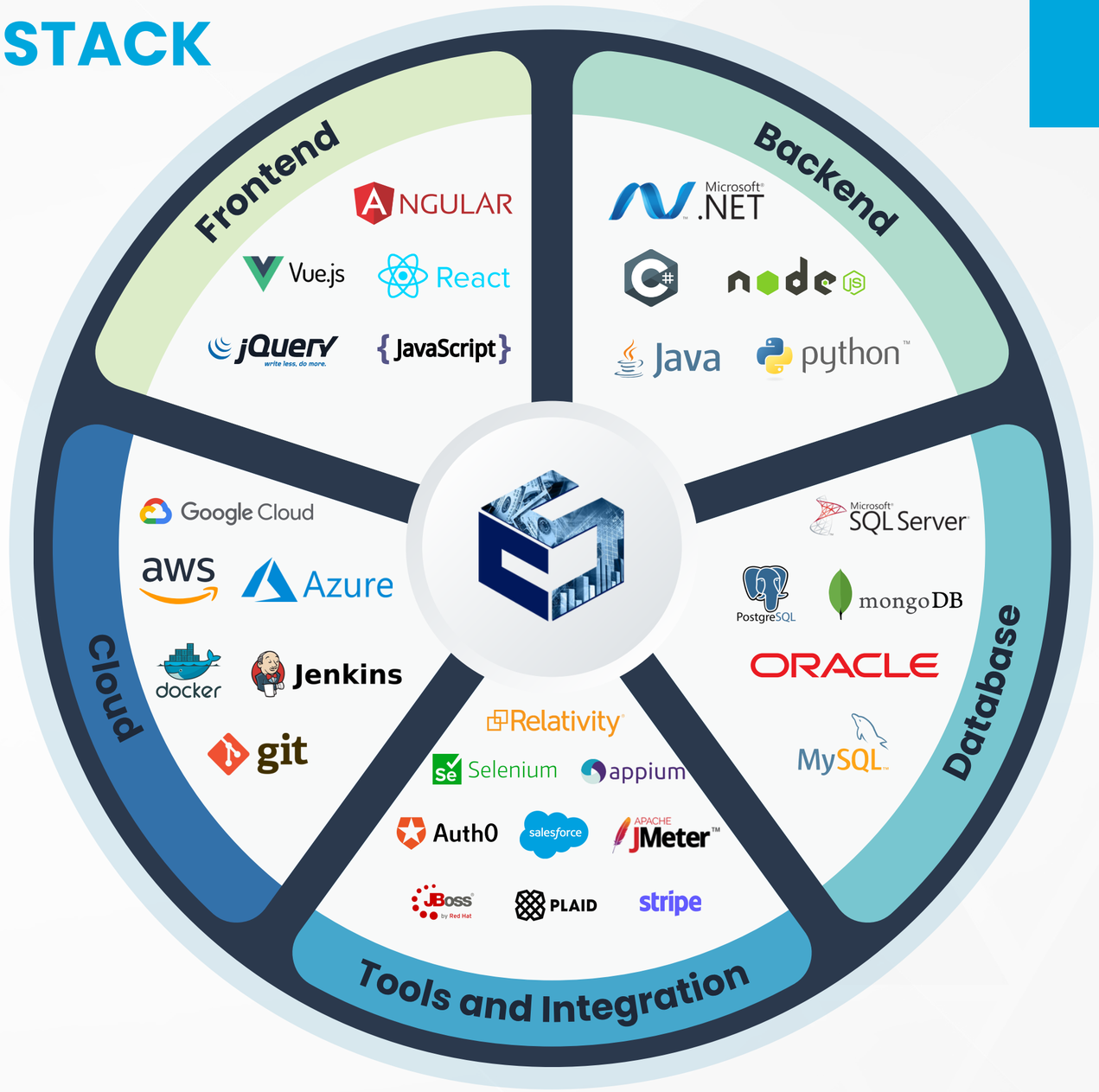
OUR AGILE DEVELOPMENT PROCESS



Agile methodology is a project management framework that prioritizes adaptability, collaboration, and iterative development. It emphasizes delivering value to customers through frequent releases, continuous feedback, and self-organizing teams. Agile promotes flexibility, transparency, and the ability to respond quickly to changes in requirements or market conditions.

CONVERGESOL TECHNOLOGY STACK

- At ConvergeSol, we leverage a cutting-edge technology stack to deliver innovative solutions that meet the unique needs of our clients.
- Our partnerships with leading software providers like Microsoft, Salesforce, Amazon, and Relativity allow us to create best-in-class solutions that solve real business problems.
- Here's a glimpse into our key technology experience across the entire software development lifecycle:
  - Frontend technologies
  - Backend technologies
  - Infrastructure and DevOps
  - Tools & Integrations



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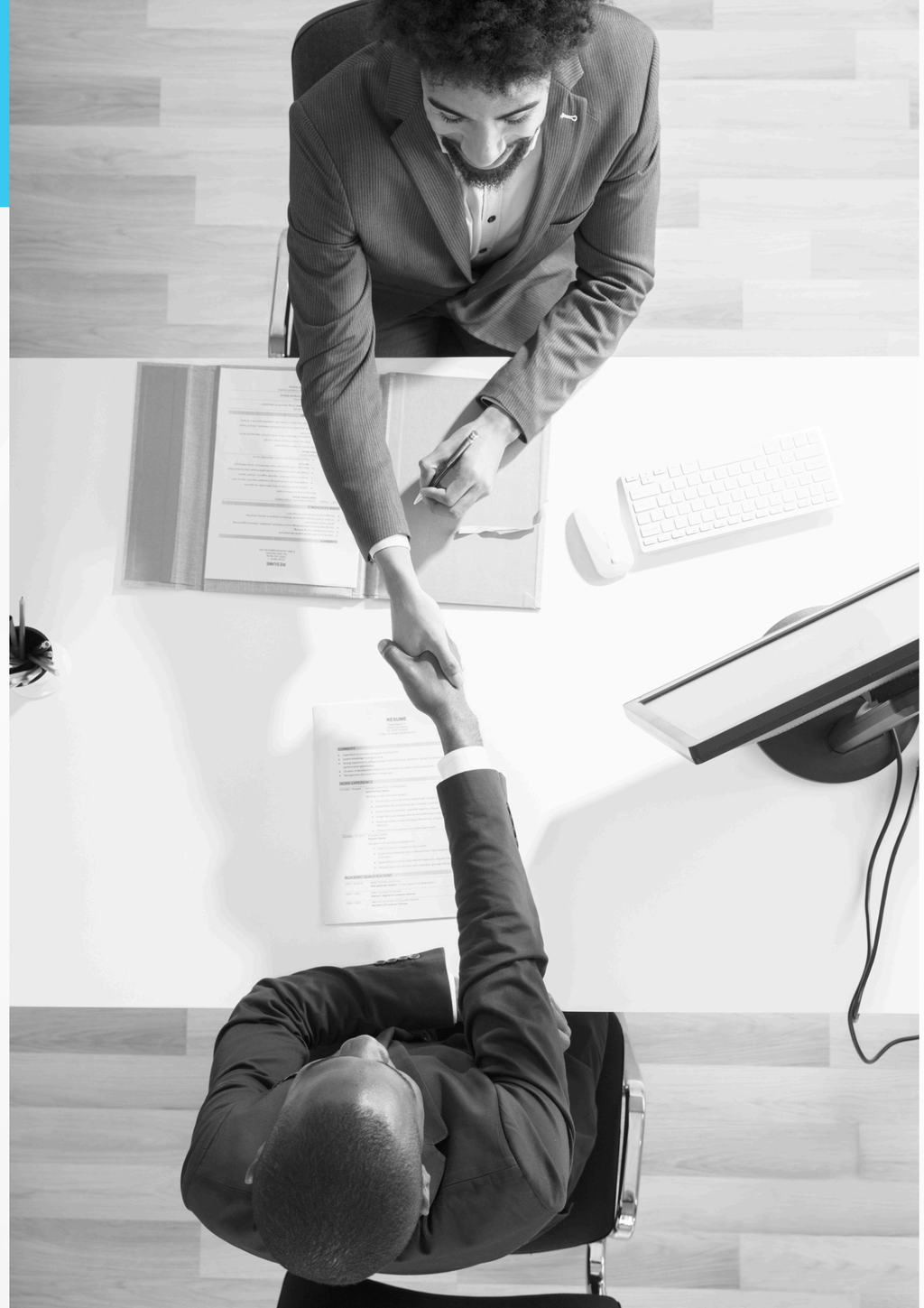

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EMBARK ON YOUR JOURNEY WITH US

Contact Us :

info@convergesolution.com
www.convergesolution.com
+1 732.516.8233 | +91 77780 59923