



GoldenLion Creates Migration Management Application for VisaPlace

COMPANY PROFILE

Founded by Michael Niren, an immigration lawyer, VisaPlace.com was established with the mission: “To provide clients with affordable, effective and expeditious immigration solutions.” Today, VisaPlace is one of the leading immigration agencies helping people relocate to US and Canada. The immigration agency is backed by latest technology, and represented by a network of licensed, trained and experienced immigration lawyers who represent Michael’s vision.



PROBLEM AREAS

As VisaPlace went through massive expansion, keeping track of all case details became harder for the company.

Problem Areas

Manage and view entire interactions with different stakeholders, such as, clients, LPOs, Assistants and Lawyers.

Being an immigration agency, VisaPlace required a system through which they can manage and view all their interactions with clients, LPOs, Assistants and Lawyers while maintaining the privacy of each client. Document management and processing of stages was also a major concern. Although the company was using a robust CRM system and top-notch technology, meeting their unique requirements with any out of the box system became near to impossible.

During this time in 2015, when VisaPlace was looking for a highly functional and completely customised system, Rohit K Sharma, Senior Technology & CRM Developer, VisaPlace attended a Zoho workshop in Toronto. Here, Rohit discussed their unique requirements with Zoho Experts who advised him to get in touch with GoldenLion, a Zoho Premium Partner.

GOLDENLION OFFERS FULLY CUSTOMISED ZOHO CREATOR APPLICATION

GoldenLion created a customised application on ZOHO Creator platform to snugly fit the requirements of VisaPlace.

According to Arnab Bandyopadhyay, Director, GoldenLion, “We created a highly-advanced application on Zoho Creator for VisaPlace. The application is equipped to manage the various cases the company is presently handling as well as store all the concerned documents regarding any particular case. Individual account managers can upload documents, create and manage tasks and track the progress of the cases with a few

Solutions Offered:

- ❖ An application created on Zoho Creator, that addresses all the pain areas and makes life easier.
- ❖ The application also offers notifications on scheduled tasks and lets users assign tasks.

tasks to each other.

With the help of this application, today, VisaPlace can effectively manage all their interactions, documentations and process stages.

To sum it up, in the words of Rohit K Sharma, Senior Technology & CRM Developer, VisaPlace, “With the fabulous and hardworking team of GoldenLion, we were able to achieve almost everything as per our wish list. Now we can manage the complex process of managing our clients, LPOs, Lawyers way easily. I personally would like to thank Debanjan Nandan, who was the Project Manager of this project for his patience and great work.”

simple clicks. Also, as per the company’s requirements, we created an authentication process which ensures that account managers can view the details of the particular cases assigned to them only. This way, confidentiality was maintained while making the process amazingly smooth”.

Apart from addressing the key pain areas of VisaPlace, the application also offers notifications for each scheduled task and let the users (i.e. LPOs, Assistants and Lawyers) assign



Rohit K Sharma
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About GoldenLion

GoldenLion started its journey in 2010 with a goal to help small and mid-sized organizations multiply their sales revenue by putting in place structured sales processes combined with deployment of world-class sales tools.

With this goal in mind, GoldenLion became an Alliance Partner of Zoho Corporation in 2011 in order to deploy Zoho suite of on-demand productivity and collaboration applications amongst these organizations. Over the years GoldenLion has emerged as one of the top consulting partners of Zoho worldwide.

For more information about GoldenLion, please visit www.glionconsulting.com.

