



AgreeYa Enables Leading Real Estate Transaction Management Company to Reach and Serve More Clients

Summary

One of the fastest growing real estate transaction management solution providers in the U.S. needed to extend its existing on-premise solution to support its rapidly increasing customer base. AgreeYa enabled the client to ramp up and expand its reach with a comprehensive cloud-based, scalable and easy-to-use transaction management solution and delivered an intuitive and feature-rich mobile application, all while ensuring complete migration of its existing setup.

The Customer

As one of the largest and fastest-growing real estate transaction management solutions in the U.S., the client provides individual brokers, agents and brokerage firms a one-stop portal to store documents and communications. This paperless technology ultimately allows real estate professionals more time to focus on servicing clients, rather than processing and handling large volumes of paperwork. Since its inception in 2009, the client has successfully served more than 1,000 brokerage firms across the U.S.

The Need

As the client's solution quickly gained popularity and was adopted by major real estate brokerage firms, its existing on-premise setup could not meet the growing demands of its increased user base and the large volume of data being generated. Adding to an already challenging situation, the existing solution could not scale up and continued hitting data limits. The client recognized its need to move to a cloud-based infrastructure, while also acknowledging that staying ahead of the competition meant it needed a feature-rich mobile application that allowed simple access from anywhere, anytime and on any device. Looking for a reliable technology partner, the client turned to AgreeYa to create a cloud-based solution with more comprehensive features, and to ensure the seamless migration of its existing database.

The Solution

With the need to address multiple tasks in a single project, the client engaged AgreeYa to provide a cloud-based solution. Working on a quick turnaround time, AgreeYa adopted a strategic, iterative agile methodology that would minimize operating issues and ensure success. AgreeYa established the following cross-functional teams:

- 🕒 **Sprint Team:** Developed new features to enhance the existing product and fix bugs.
- 🕒 **Stabilization Team:** Revamped the software's architecture for efficient and robust scaling, while ensuring the solution's performance and stability.
- 🕒 **Hotfix Team:** Immediately resolved bugs and issues, and provided technical support as necessary.

- 🕒 **Mobile Team:** Developed a comprehensive mobile app on the iOS platform, encompassing all necessary features from the web portal.

Regular meetings were held between these cross-functional teams to ensure that the product upgrade and migration plan was adhered to and regular improvement targets were met. The mobile app, in particular, was developed specifically for the client to provide its services on multiple devices, ensuring that its customers did not need to access a computer to take full advantage of the solution's features.

Regarding the shift of the web portal from on-premise to cloud servers, AgreeYa formulated a hybrid strategy to guarantee the continuity of client service during the migration phase. A load balancer was modified to direct any new requests to the cloud while the rest of the data was called from the on-premise servers—enabling data migration with no downtime.

AgreeYa also upgraded storage specifications for the client—from 8TB on-premise to 25TB cloud storage—with flexible upgrade options—from .NET 2.0 to .NET 4.5—and continues to provide ongoing L3 level support.

The Result

It is always a positive sign when business growth propels an organization to improve its infrastructure. What makes it better is engaging a partner like AgreeYa to expand the horizon and improve the customer experience. In this particular situation, AgreeYa not only provided assistance to the client but also became a long-term partner in managing and enhancing its solutions. This partnership resulted in the following benefits:

- 🕒 **Increased Customer Base and Reach:** Thanks to flexible storage upgrade options, the cloud-based, scalable solution has increased its reach and is able to hit previously untapped markets. Since the project's completion, the



customer base has grown from 3,000 to 30,000 users across the country.

- ④ Improved Performance and Stability: The upgraded application environment and enhancements in the underlying architecture of the web portal application enabled the clients' users to enjoy a more stable and robust service 24/7.
- ④ Hassle-free, Scalable Solution with Zero Downtime: As a result of transitioning to the cloud, the paperless transaction management system has become more efficient and capable of handling all requests—even under heavy loads.
- ④ Anytime, Anywhere Access: Developed on the iOS platform, the native app enables real estate professionals to access the solution anytime and anywhere. A native app on Android is also scheduled for release in the near future.

Technology

Windows Server 2008, SQL Server 2008, VS 2012, ASP.NET 4.0, .NET 4.5, Amazon Cloud EC2

Vertical

Real Estate

Region

Sacramento, Calif.

About AgreeYa Solutions:

AgreeYa is a global provider of software, solutions, and services focused on deploying business-driven, technology-enabled solutions that create next-generation competitive advantages for customers. Headquartered in Folsom, California, AgreeYa employs more than 1,300 professionals across its 15 offices in 8 countries. Over the last 15 years, AgreeYa has worked with 200+ companies ranging from Fortune 100 firms to small and large businesses. AgreeYa's software portfolio includes SocialXtend (intranet and enterprise social collaboration), VDIXtend (Desktop-on-Cloud), Onvelop (unified enterprise collaboration and communication suite for mobile), and Edvelop (single window collaboration and communication solution on mobile for 21st century learning). As part of its solutions and services offerings, AgreeYa provides portal, content, and collaboration on SharePoint, cloud and infrastructure, enterprise mobility, business intelligence and big data analytics, product engineering, application development and management, independent software testing, and staffing (IT and risk/compliance) solutions.

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