



- 1 Convert Your Unique Business Process into Beautiful Cloud App
- 2 Keep All Information in One Place to Boost Efficiency and Productivity
- 3 Leverage the Power of Zoho Creator, an Award Winning Custom App Development Platform

GOLDENLION
www.glionconsulting.com

Custom Cloud Apps
Beautiful Applications to Help You Scale

Why Your Business Needs a Custom App



Custom Cloud Apps

Each business is unique and so is the business process!

When it comes to complex business processes, most off-the-shelf products fail to accommodate the real issues. Here, Custom Cloud Apps offer the flexibility of translating your existing business process into a beautiful user-friendly system that you can access from anywhere, anytime and from any device.

WHY CUSTOM CLOUD APPS?

- 100% Tailor-Made to Reflect Your Business Process
- Built on Powerful Zoho Creator Platform, Trusted by Businesses Worldwide
- Intuitive Workflow Automations to Help You with Repetitive Manual Tasks
- Zero Infrastructure Cost, Go Live with Your Browser Only
- Affordable Fees and Reduced Go-Live Time



GoldenLion has been fantastic to work with. We started a new Disney vacation planner company and needed a client management system to be built from the ground up. The constant communication and prompt reply to emails and change requests were second to none. We are very pleased with both the process and the end result.

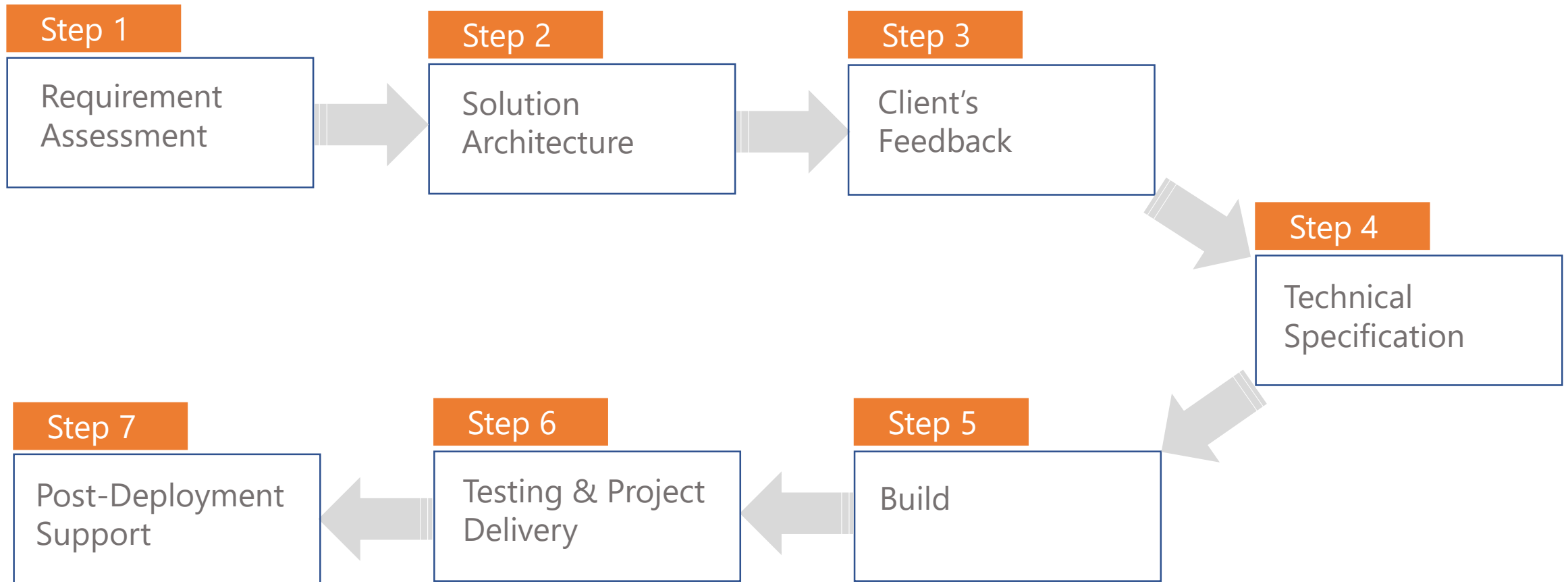
Jeff Williams, Owner and Co-Founder, Key to the World Travel

How We Create Custom Cloud Apps



Inclusive Development Process

No one knows your business better than yourself! That is why, GoldenLion follows an **Inclusive Development Process** that requires your involvement every step of the way.



Requirement Assessment

Understanding what the business **Wants** and finding out what the business **Needs**, is the first step towards creating a robust system that supports the present business process while having enough bandwidth for accommodating future growth.

Here's how our experts assess the requirements for every new customer!

1

Free-flow discussion about the over-all business process

2

Identifying the pain-points of the customer

3

Understanding the future aspirations of the business

4

Identifying the work-flows that can be automated to save time and effort

5

Identifying and suggesting useful integrations

6

Finalizing the project requirements

Solution Architecture

The second step includes drafting the solution diagram! Once the **Requirement Assessment** is complete, our experts start crafting the solution with visual representation tools such as Mind Map.

Let's Give You an Example:

John runs a wholesale business for electrical goods. He offers bulk supply of quality electrical equipment all across the country. The business is going great and he is getting more leads than he can handle.

But, John has a problem.

With the growth of his business, he is finding it increasingly difficult to track his sales cycle, manage his warehouse, manage all his purchases, keep track of the goods out for delivery and offer great after-sales support at the same time.

So, he started looking for a system that'll:

- Capture leads from various sources
- Capture crucial customer data (i.e. name, contact, requirement details, sales order etc)
- Generate proforma invoices, invoices, delivery order
- In case of out-of-stock products generate internal purchase requisition and purchase order
- Update inventory based on products delivered and products purchased
- Track products out for delivery and capture delivery confirmation as well as any replacement requirement
- Capture customers' input for after-sales support

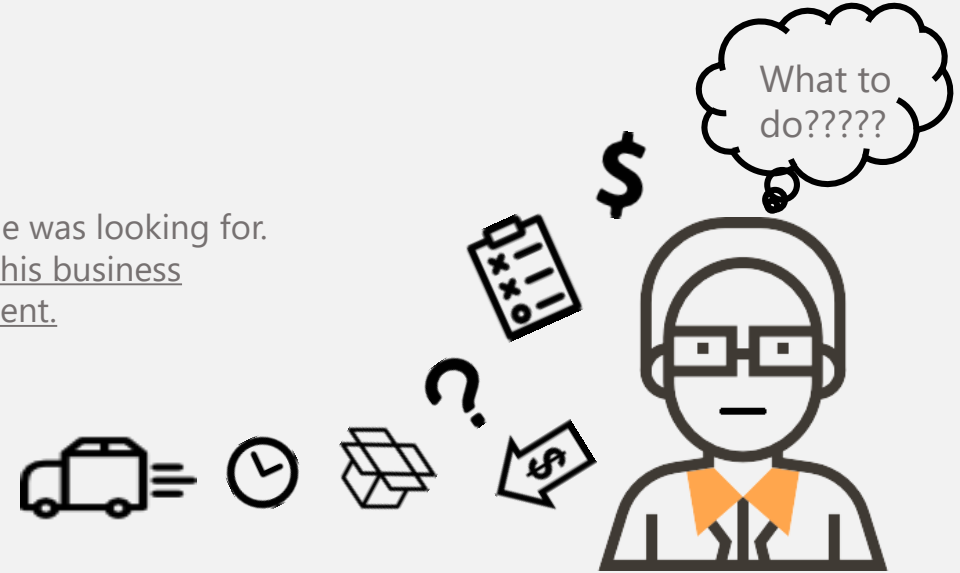


John Was Worried!

He tried quite a few off-the-shelf products.

While some of the systems could automate a part of his business, none could do all that he was looking for. As a result, John found himself constantly updating spreadsheets and other system, while his business suffered from lack of coordination, poor customer support and faulty inventory management.

John needed a solution and he needed it fast!
After much research he came to the conclusion at last.



He needed a custom application, specifically built for his business!

But then, questions were too many!

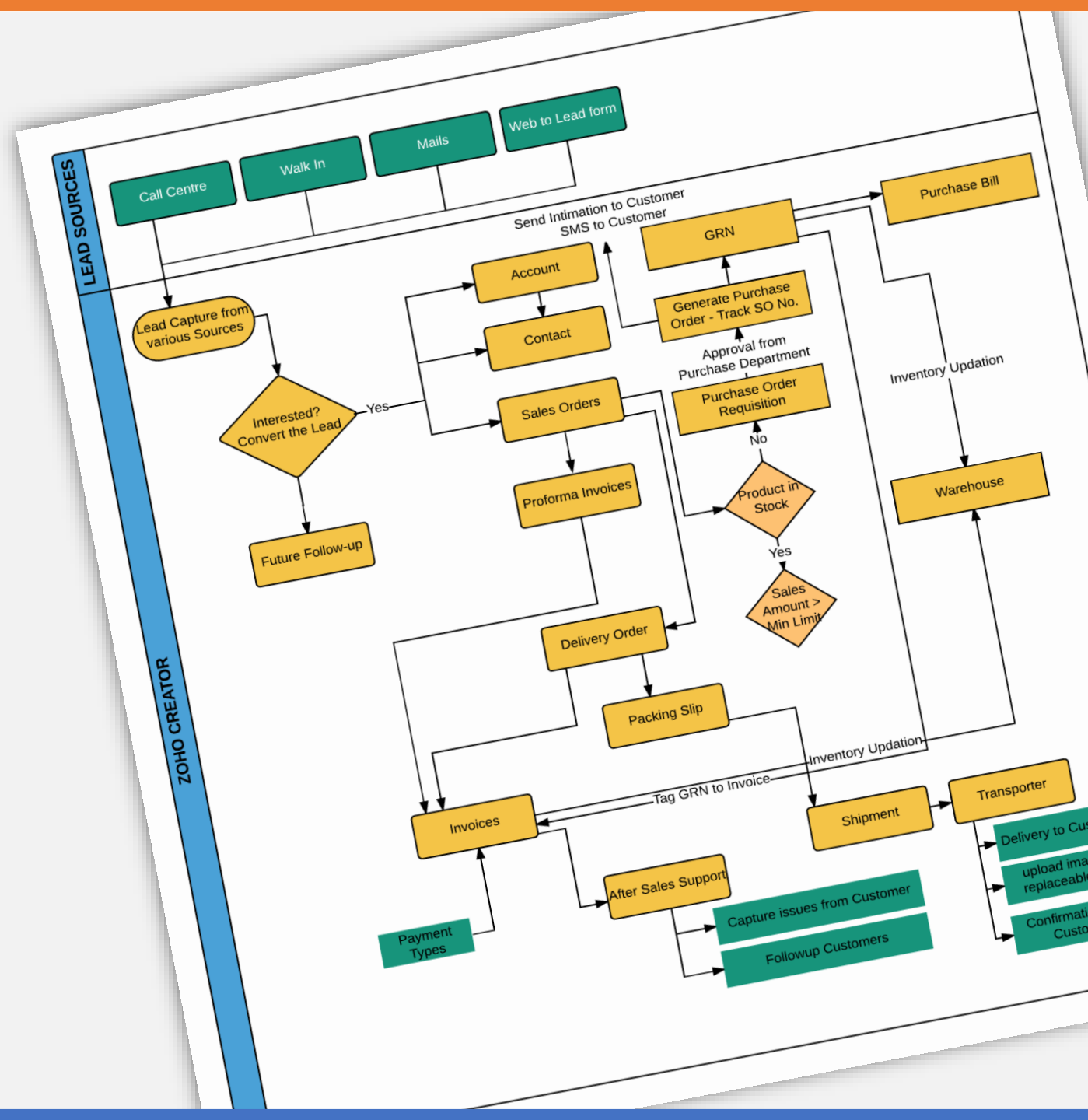
- Aren't building an application insanely costly?
- Won't he need to invest in high maintenance infrastructure?
- Won't he need a tech team on pay-roll?
- Aren't it going to take forever to build the application on the first place?
- Is his team going to be comfortable using the application?
- How can he control the information to be shared with team members?
- Most importantly, what if, after all these investment, his business out-grow the application he created?

So, John Got in Touch with GoldenLion

GoldenLion experts followed the **Requirement Assessment** steps and created a **Solution Architecture** for John!

The proposed Solution had the following features:

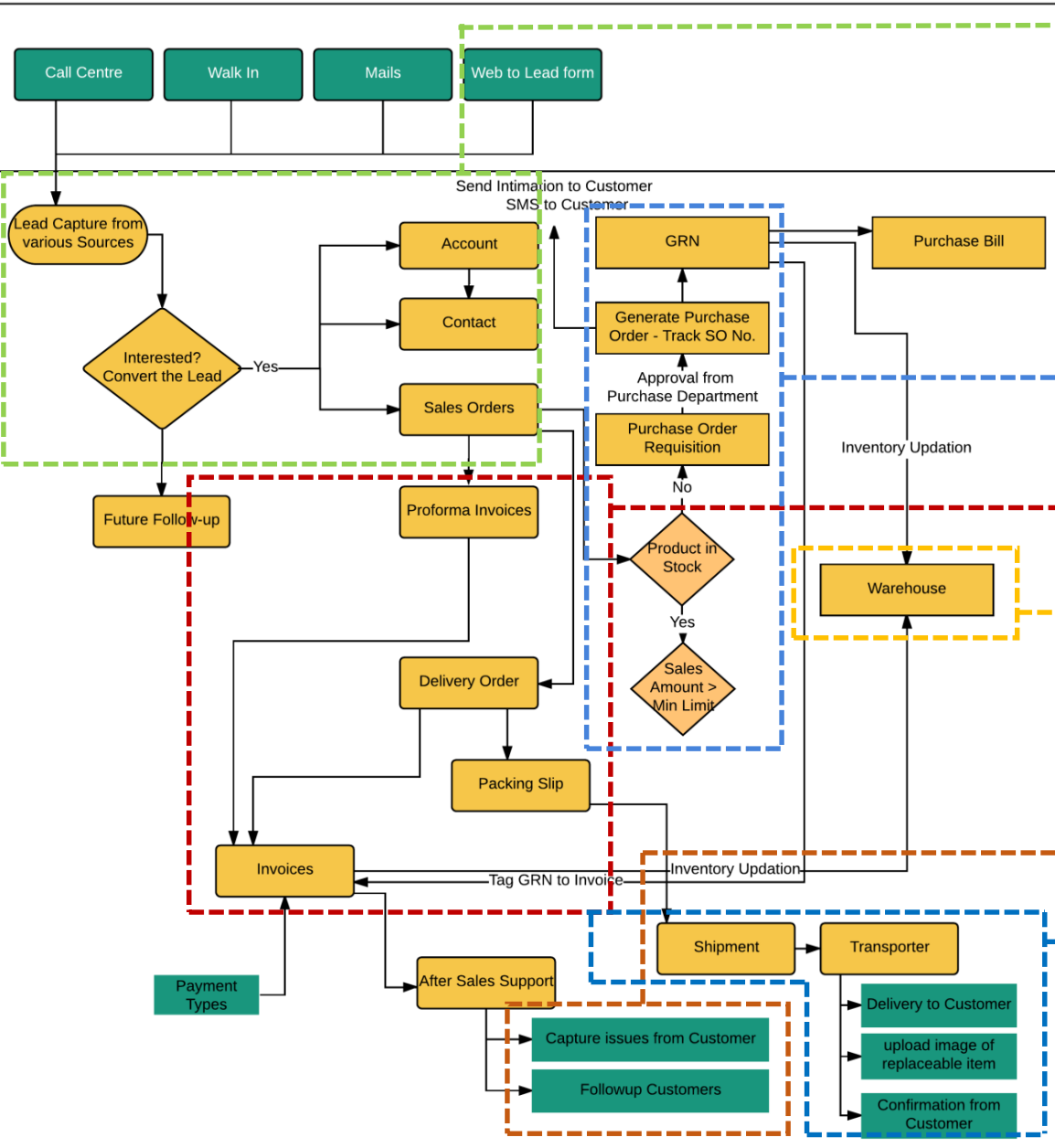
- A custom application is to be built on the award winning Zoho Creator platform, so as to minimize the Go-Live time.
- The entire system is to be hosted on cloud, so that no infrastructure investment (whatsoever) is needed.
- The solution is to incorporate John's unique business process, so his team won't have any issues working with it.
- The solution is to offer robust user management features to ensure that John can control which data is shared with what user.
- The solution is completely scalable, so John can modify the system as his business grows.



Here's how the proposed solution managed and automated John's business process

LEAD SOURCES

ZOHO CREATOR



Tracks the sales funnel and captures crucial data through fields such as Account, Contact and Sales Orders

Automates Invoice generation, Delivery Order generation and Packing Slip generations based on Sales Orders

Automates entire Purchasing process. The system auto generate Purchase Order Requisition for all out-of-stock product and upon approval it generates the purchase order as well send a notification to the customer who ordered the product

Captures After Sales requirements through forms and follows up with existing customers through notifications

Tracks Shipments and captures Delivery Confirmation from Transporter, Replacement Requirements and Delivery Confirmation from Customer

Keeps the Inventory updated based on number of goods sold and number of products purchased

Client Feedback

Once the **Solution Architecture** is ready, the diagram is sent to the client for **inputs/feedback/suggestion/approval**.

Let's Get Back to John!

John received the Solution Diagram from GoldenLion.
And here's what he thought:

- The proposed solution addressed all my concerns.
- Being on cloud, I can access it from anywhere and everywhere, with just a browser.
- I do not need to invest anything on infrastructure.
- I do not need to have a tech-team on pay-roll. Any maintenance or further customization can be taken cared of by GoldenLion.
- The system mirrors my present business process; and thus, I or my team members don't need to change the way we work.
- The system offers a lot of automations and makes my life easy.

Technical Specification and Estimate

Once the **Solution Architecture** is approved by the client, GoldenLion starts working on the **Technical Specifications and Estimate**, such which version of Zoho creator s/he should subscribe to, how much time the project is going to take etc.

John Gives the Solution Diagram a Thumbs-Up!

As soon as John approves the proposed solution plan, GoldenLion offers the following:



Which version of Zoho
Creator to subscribe



The estimated time to
complete the project in
terms of hours



Estimated
Development Fee

Implementation

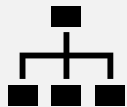
Once the **Technical Specifications and Estimates** are approved by the client, the GoldenLion Team starts working on **building the solution**.

John's Custom Application Starts Cooking!

During the development period, John gets to directly communicate with the team working on his project.

For the entire project duration, the development team closely co-ordinates with John to cook-up the best possible system for his business. Through regular weekly calls and emails, GoldenLion Team collects further details of his business process, industry terms, user profiles etc and create necessary integrations and automations to make the system fit his business like gloves.

During the Development Process John Receives:



A Clear Team Hierarchy and Escalation Process



Timely Updates about the Project Progress through Calls, Chats and Mails



Quick Redressal of Any Issues or Disputes that Might Arise

Testing and Project Delivery

Internal Testing

Once the development is complete, extensive testing is carried out by the GoldenLion team.

Deployment and User-Training

When all the loop-holes are fixed and any bugs (that might be present) are taken care of, the system is deployed to the client. The GoldenLion team offers comprehensive online tutorials to the users on how best to use the system.

User Testing

The purpose of user training is to understand any use-case issue that might need attention. User Testing also helps in understanding the system adaptation level of users.

System Enhancement

Based on the results and feedbacks of User Testing, the GoldenLion team work on further system enhancement to ensure best user experience and optimal usages.

Project Delivery

Finally when the system is ready, it is time for Project Delivery!

In Our Friend, John's Case, the Testing & Deployment Process Looks Like This!



Support

Once the custom application is Live and in-use, the client can leverage GoldenLion's expertise to upgrade the system, modify the system or make necessary changes as and when required.

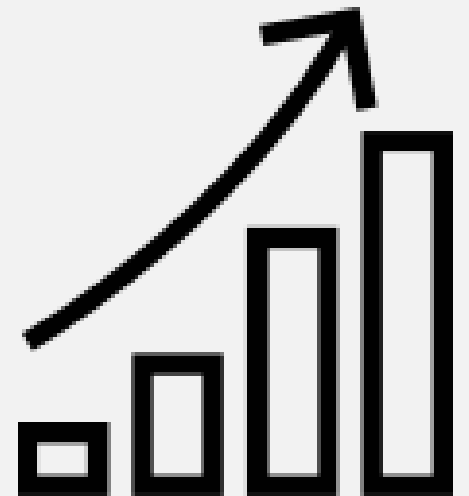
John Does Not Need a Technical Team

Well, John and his team are using the custom application everyday.

Thanks to the robust system, they can now manage their sales funnel better, generate invoices and purchase orders in a jiffy, manage their inventory easily, better manage after-sales services and track the product delivery successfully.

And whenever, John needs any changes or modifications done on the system, he simply get in touch with GoldenLion Team and get those done!

John is finally seeing amazing growth in his business, each and every day!







From start to finish my experience with GoldenLion has been exceptional. The developers are always on hand and available on Skype and have kept me up to date with the entire process. The end product is about to go into full use and I have no doubt it will enhance my business process to no end. I have already decided to have more apps developed by GoldenLion, should I need in the future!


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Thank you for your interest in **Custom Cloud Apps**. We really appreciate your support and patronage. With all the customers we serve through our Custom Apps built on Zoho, we have three goals:

1. To help awesome business owners like you
2. To establish long-term relationships
3. To have fun

Thank you for being awesome. Because of you and all our other valued customers, we have the opportunity to do what we love to do.

Thank You!

Arnab Bandyopadhyay
CEO, GoldenLion

About Us

GoldenLion is a Zoho Premium Partner with 250+ Customers in 30+ Countries. For more information about GoldenLion, please visit www.glionconsulting.com