

**REAL** CAPITAL ANALYTICS

This commercial Real Estate Consultancy firm improved its sales & productivity by **60%** and revenue by **43%**



## About Our Client

Real Capital Analytics, Inc. (RCA) is the authority for the deals, the players and the trends that drive the commercial real estate investment markets.

Data is at the forefront of their business – having recorded over \$18 trillion of commercial property transactions linked to over 200,000 investor and lender profiles, and providing their subscribers a full micro to the macro view of your chosen market.

Across the globe, the most active investors, lenders, brokers and advisors depend on RCA's unique insight to formulate their strategies, source new opportunities, and execute their deals. An industry pioneer since 2000, RCA has earned a reputation of having the most timely and reliable transaction data and providing valuable intelligence on market pricing, capital flows, and investment trends. They publish the series of widely-read capital trends reports (Global, US, Europe, and the Asia Pacific) that are frequently quoted in industry news and academic research.

RCA is privately held and headquartered in New York City with offices in San Jose, London, and Singapore.

## Situation Analysis

“Real Capital Analytics, Inc. (RCA)” wanted a better & faster user experience for the end users. They wanted to migrate their system from classic to lightning.

With our modern and updated technologies, we helped RCA to achieve their desired migration.

## The Challenge

These were the problems faced by the RCA

Difficulty in adapting the lightning view and the need for customization.

Migration from classic to lightning required the conversion of attachments into files.

Display of scattered data and incomplete information on the classic view screen.

salesforce

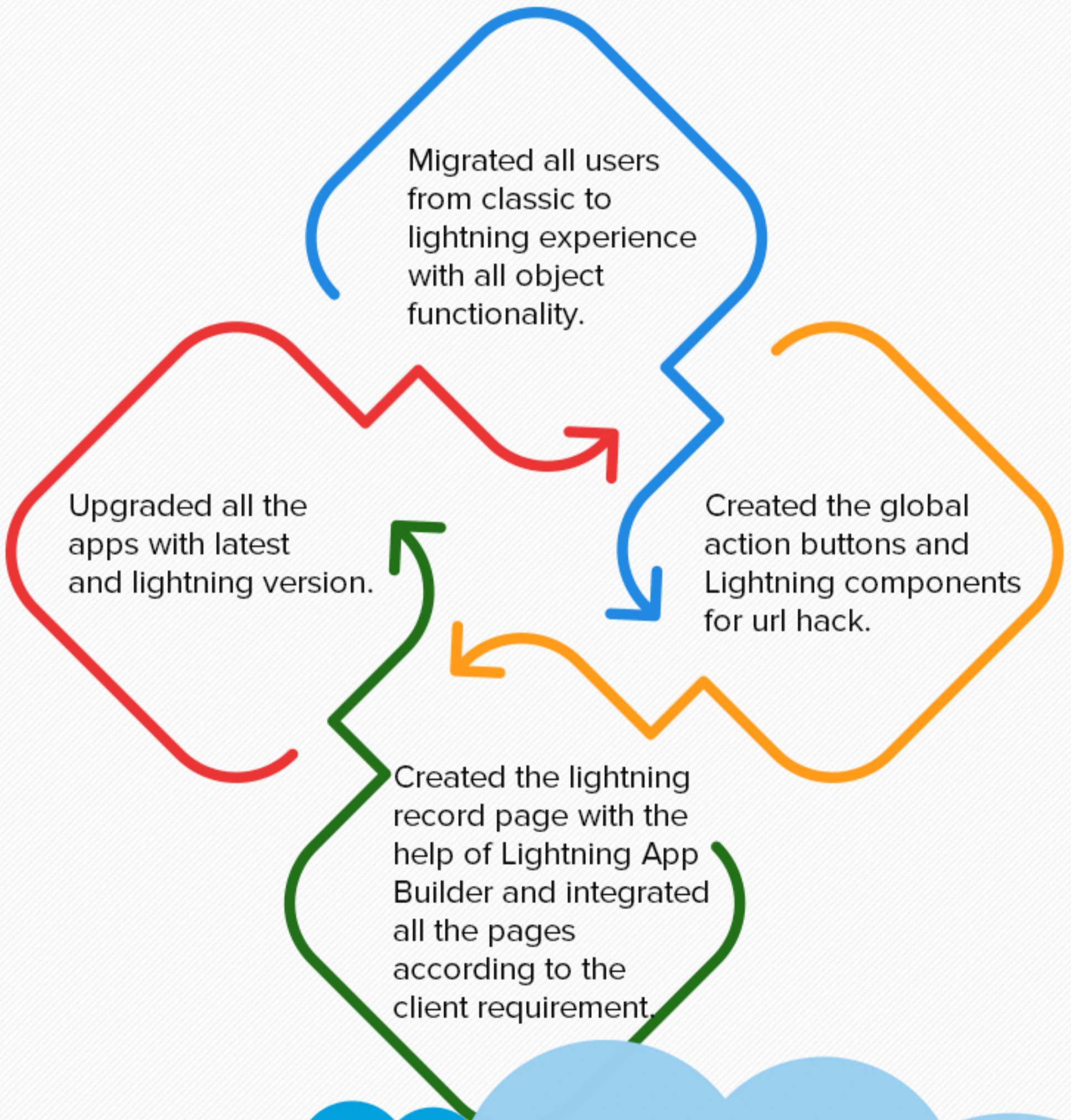


## The Requirement

“Real Capital Analytics, Inc. (RCA)” wanted to migrate their business from classic to **Lightning Experience**.

## The Solution Offered

The solution we offered is detailed below:



## Technologies Deployed

We deployed the following technologies to suit the requirement of RCA:



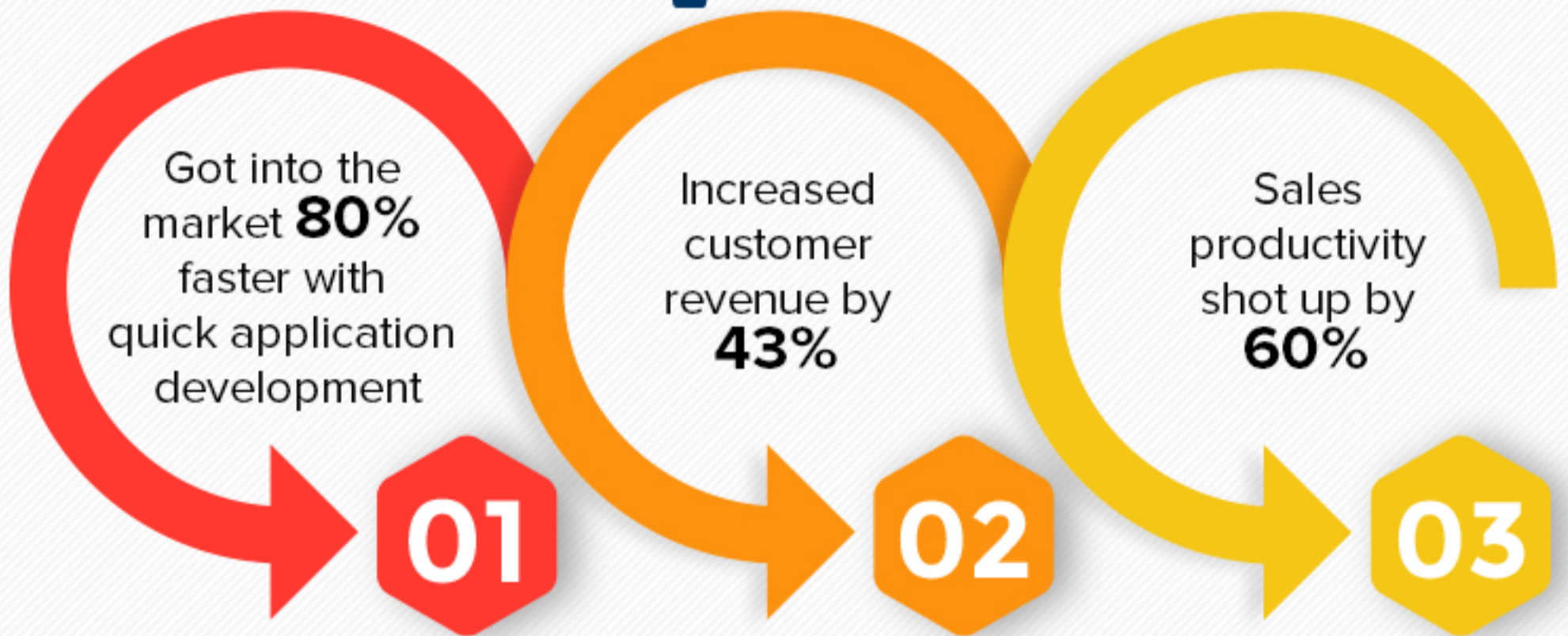
Salesforce lightning experience



Salesforce lightning components

## Results

Our quality work offered the following benefits to RCA:



This Project helped our client RCA to expand their business reach exponentially.



**Enhance your overall productivity**

**Increase your customer loyalty**

**Plan your digital success**

**Shape your business future**

**Take smarter decisions**



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