

Real estate professionals connect through Zolve.com, an ATGi implementation of Community Server

"I found working with ATGi more cost effective than any other top Community Server company because there is zero learning curve and no markups for project management or quality testing. ATGi treats these things as default standards for their work rather than extras."

- Brian Wilson, President, Zolve.com

Challenge

Zolve.com sought to build an online real estate referral network to connect real estate practitioners and service providers across the country and around the globe. They needed both a proven platform with the underlying stability to scale with the growth of their community and a development firm able to customize the software on time and according to the highest professional standards. Additionally, Zolve.com required built-in administrative features which allow non-technical staff to manage the network.

Solution

ATGi's team delivered a fully-customized implementation of Community Server uniquely themed to represent the Zolve community. ATGi helped Zolve tap into the rich potential of Community Server with an array of expert implementation skills, seamlessly incorporating several custom-built applications into the platform:

Referral wizard - allows customer referrals between Zolve members and tracks terms of the referrals, fees, status, and outcomes.

Feedback system – provides members and customers the ability to rate Zolve members in key areas such as professionalism, quality of service, and results.

Connections system – allows Zolve members to connect with other members based on attributes contained in profiles.

Profile enhancement – ATGi expanded and improved Community Server's member profile system to meet the needs of Zolve, boosting search capability by adding numerous fields in categories such as professional information, educational background, certifications, professional designations and business specialties.

Results

With their new customized site, Zolve.com's real estate community is growing organically: though Zolve.com has yet to officially publicize a launch and continues to add further components and features to the site, real estate professionals' word-of-mouth referrals are bringing colleagues to the site at a rate of 300 new members each month. Zolve.com has also been nominated and then selected as a finalist for the Inman News 2008 Innovator Award in the media site category – a major recognition in the real estate industry that typically goes to multi-million dollar media sites.



"The ATGI team is all business which is perfect for a busy client. They have a predictable process of task analysis and requirements discovery that is followed by nothing but focused, deliberate action. There is no fluff or equivocation when working with ATGI."

- Brian Wilson