

*CRM application That Helps
Book a Visa Slot*

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CRM Application That helps to Book a Visa slot

1. INTRODUCTION

1.1 Overview

A CRM can help you store customer data such as User behaviour, how long a customer has been with your business, purchase records, and notes on sales interactions, which you can use to optimize your sales and marketing processes and improve customer service across your organization.

- A visa slot management project is a system that is used to track and manage the availability of visa slots, which are appointments that are required for certain visa applications. It might be used by a government agency or a visa processing to schedule and manage appointments with applicants.

- Customer relationship management (CRM) is a technology for managing all your company's relationships and interactions with customers and potential customers. The goal is simple: Improve business relationships. A CRM system helps companies stay connected to customers, streamline processes, and improve profitability.

1.2 Purpose

A visa slot management system track and manage the availability of visa slots.

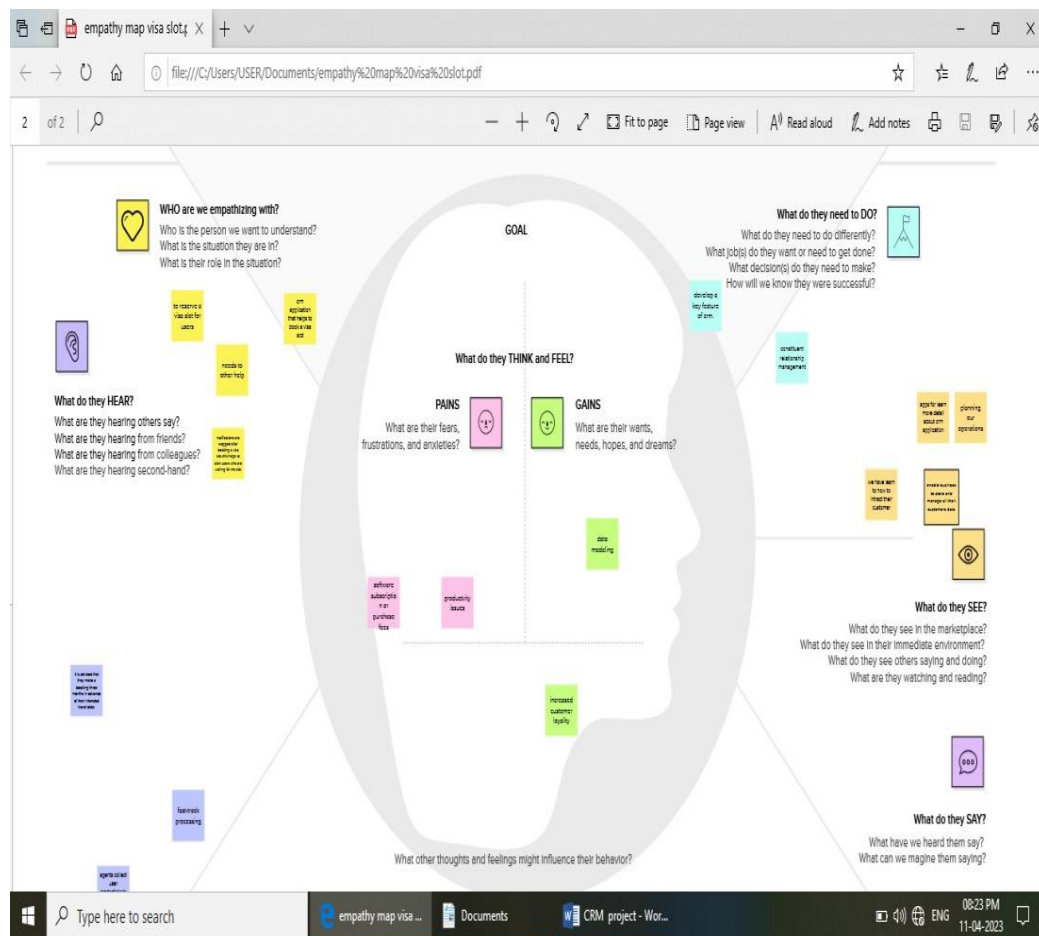
- ❖ Easy to Store customer and prospect contact information.
- ❖ Identify the opportunities of visa slot.
- ❖ Track and manage the availability of visa slots
- ❖ Manage marketing campaigns.
- ❖ International passengers to be granted access into their destination.
- ❖ People can easily get their visa from CRM visa slot.
- ❖ Provide better service for customers.
- ❖ Personalise customer interactions
- ❖ Customer align systems with goals and strategy

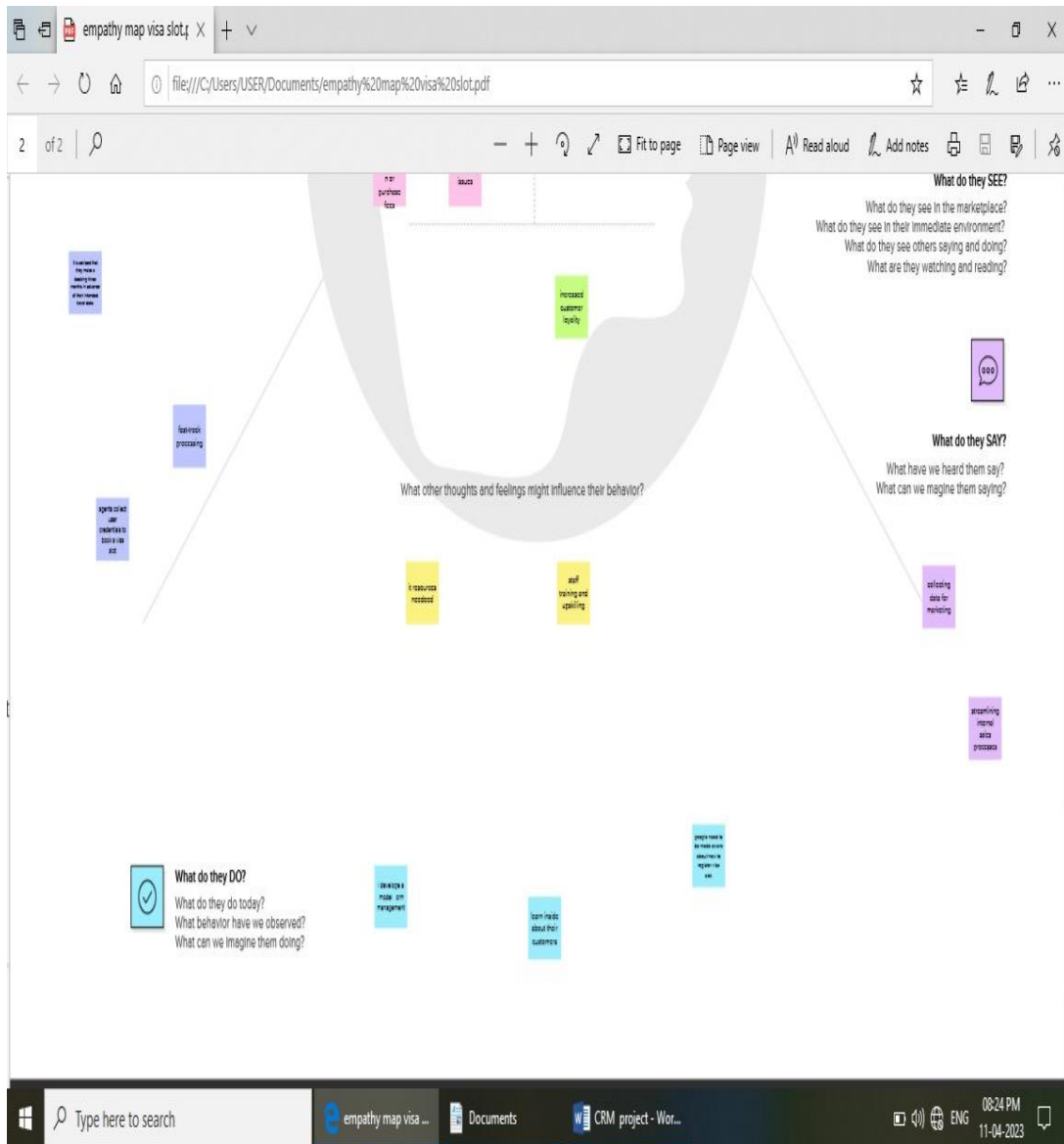
- ❖ Visa slot dashboards that visually showcase data
- ❖ Improve retention rates in visa slot and better knowledge of your customers.
- ❖ You can two way communication for valuable customer feedback.
- ❖ It can better understand the needs of customer problems and easy to find a way.
- ❖ The detailed analytics are the customer data about the details in visa slot are easy to find by customer service.
- ❖ In this CRM visa slot making is very productivity and efficiency so customer can handle in this system very safely and securely.

2. Problem Definition & Design Thinking

2.1 Empathy Map

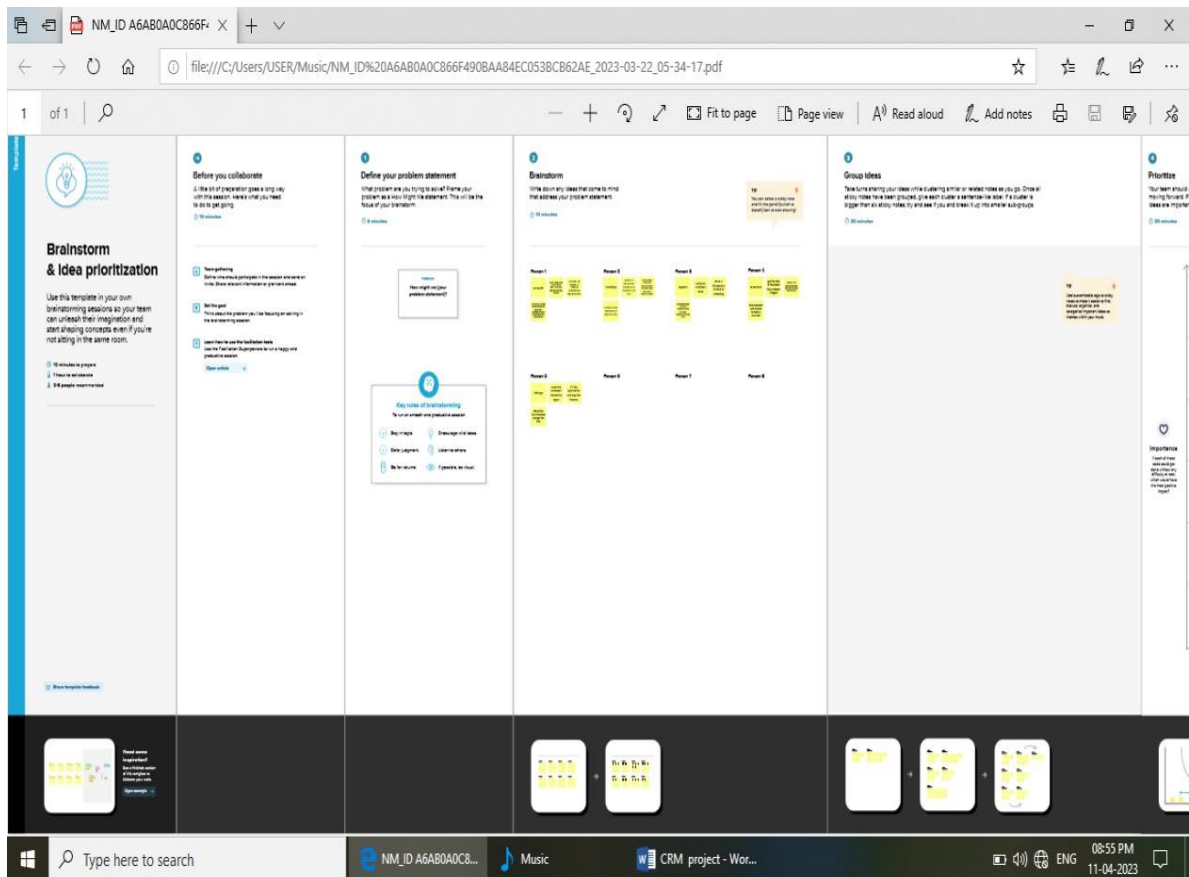
- An empathy map is a collaborative tool teams can use to gain a deeper insight into their customers.
- Much like a user persona, an empathy map and represent a group of users, such as customers segment.





2.2 Ideation & Brainstorming Map

- Brainstorming allows students to think critically About ideas and solutions, form connections, and share Ideas with peers.



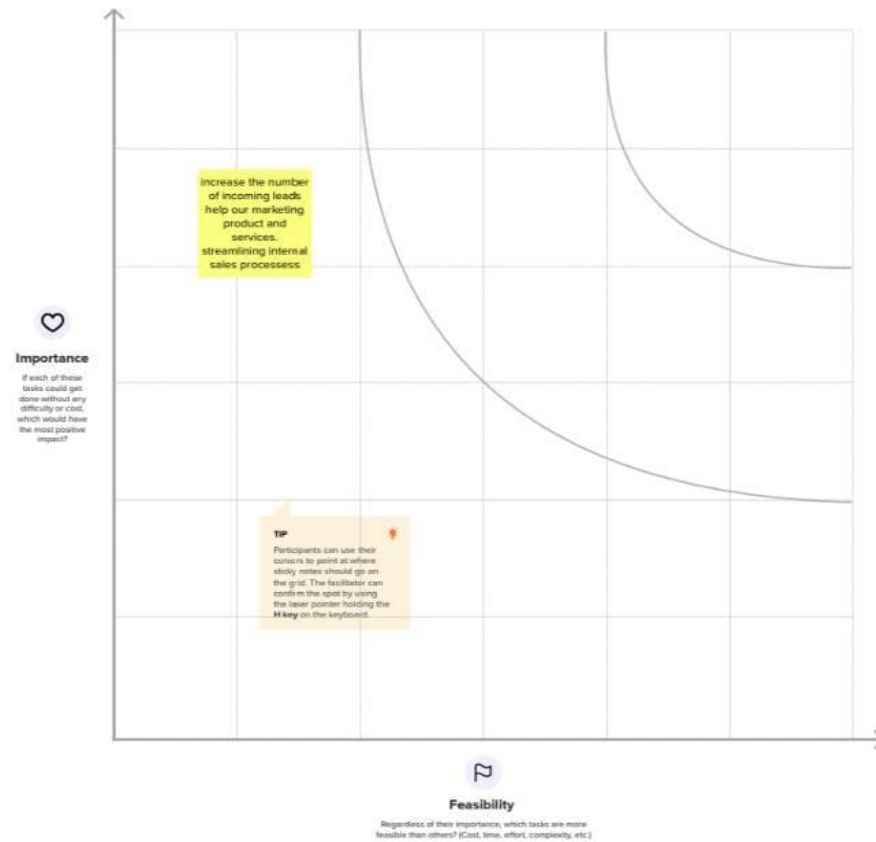
Brain storming is a group problem-solving method of that involve spontaneous contribution of creative kideas and solution.

4

Prioritize

Your team should all be on the same page about what's important moving forward. Place your ideas on this grid to determine which ideas are important and which are feasible.

⌚ 20 minutes



RESULT

In a visa slot processing we get a result of visa for our one of travel authorization.

- Personal background.
- Financial background.
- Academic details.
- Professional experience(full/part time, voluntary)
- Immediate and time goals.
- Reason why you wish to study at this particular institution.
- Reasons of being interested in the chosen field.
- About extra activities
- Published works, if any
- Papers submitted, if any
- Interests hobbies.

FINALLY WE GET RESULT OF VISA.....

And get authority to travel another country using visa

And it helps to have a safest journey.

Edit Component

Max Values Displayed

Title

Subtitle


Footer

Legend Position

Preview

Passport with visa locations

Record Count



2

Location

Hyderabad ●

View Report (Passport with visa locations)

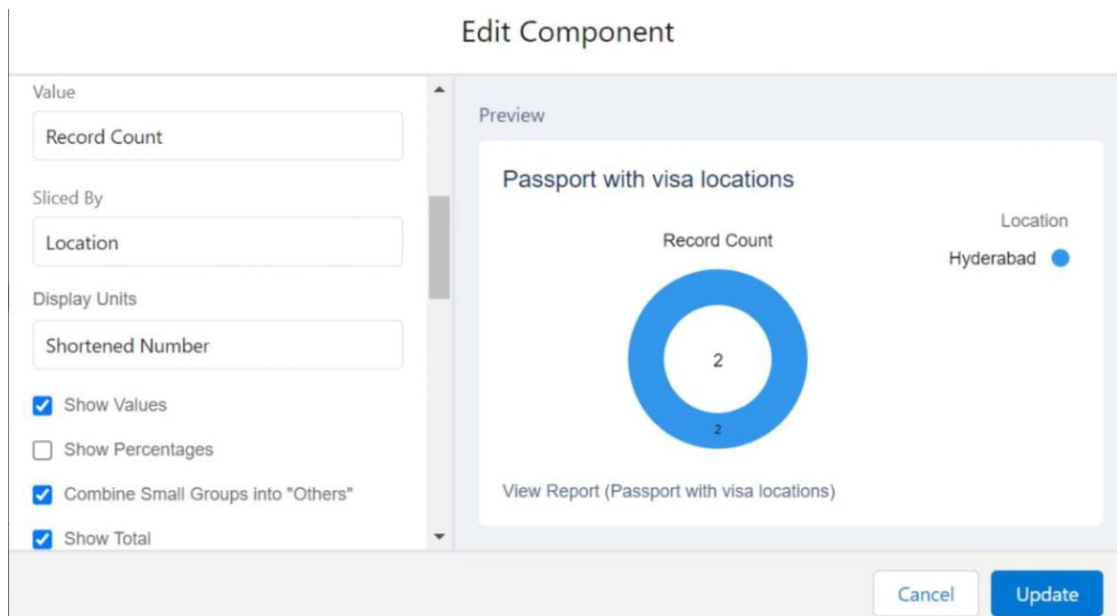
Cancel

Update

Here our visa slot is ready in few verifications and step.

It's show final results of our system project.

In this process we gave our details to the visa making and verifying the all details are correctly matched in given data and this process is almost completed.



4. ADVANTAGES & DISADVANTAGES

In Customer relationship management, we have a lot of advantage in this field and also some disadvantages.

The advantages of a business using a CRM system greatly outweigh the disadvantages. However, there are pitfalls

ADVANTAGEGES

OF OUR SOLUTION:

A CRM can help you store customer data such as user behaviour, how long a customer has been with your business, purchase records, and notes on sales interactions, which you can use to optimize your sales and marketing processes and improve customer service across your organization.

- It allows for the consolidation of customer data and the basis for deep insights.
- It speeds up the sales conversion process
- It increases staff productivity, lowering time-cost.
- It allows geographically dispersed teams to collaborate effectively.
- It Improves customer experience by allowing personalisation and improved query resolution.

It allows for more effective sales and marketing.

- ❖ Having huge amounts of data on customer interactions enables an organisation to build up a clearer picture of its customers.

- ❖ It allows for deep insights to identify what the company is doing right as well as where it is weak when it comes for managing its customer.

It can speed up the sales conversion process.

A CRM system integrated within a marketing campaign allows insights into the interests of prospective customers.

- ❖ Once the client enters the sales funnel, qualification and conversion can be full or partly automated making it much faster.
- ❖ This whilst enhancing the sales experience, also frees up the sales team's time, enabling them to focus on closing high probability and/or high-value deals.

It increases staff productivity, lowers time costs and boosts morale.

- ❖ Quaint as it may seem, paperwork is still a significant part of many businesses' day-to-day operations.
- ❖ A lot of that paper work could be eliminated with a CRM system.
- ❖ Cutting down on wasted time increases the ability of the employee to get on with the kind of work that brings real value to the organisation.

More advantages:

- Beneficial for different department or teams of the business.
- Customers are engaged across multiple channel.
- Provide stream line operations.
- Improve customer service
- Data timing
- Helps in increasing sales.
- CRM made targeting and marketing simple.
- Improve decision making and productivity.
- CRM growing scope in the market
- Centralized data makes everything convenient.
- Tracking of customer data.
- It can speed up the sales conversion process.
- It enables widely dispersed teams to work closely.
- Improved messaging with automation.

DISADVANTAGES

OF OUR SOLUTION:

We have looked at the pros the advantages of initiating a CRM visa slot system so now it is a time to examine some of the cons the disadvantages - of a CRM system.

In this CRM visa slot we has low adoption rates, wastes sales reps time and still manages to have inaccurate information after all the time investment.

- ❖ Software subscription or purchase fees.
- ❖ Premium upgrades, eg add-on marketing or reporting features.
- ❖ Customisation.
- ❖ IT resources needed.
- ❖ Hardware or software requirements.
- ❖ Staff training and upskilling.

There can be security issues with CRM software. Although this software solution secure the fact that the data is contained at a centralized point creates.

- Dependent on proper setup
- Focused on the wrong person
- Can be costly
- A waste of time if used incorrectly visa making
- The cost of your organization goes down as all data is centralised and productivity goes up.

- It can also be difficult to customize and may not be compatible with all businesses.
- Expensive implementation
- Needs additional management to maintain.
- Mistake tools choice make CRM visa slot more complicated
- Process by employees towards change due to CRM practices
- Major problem of learning curve due to implementations of CRM.

5. APPLICATIONS

A good CRM makes it easy for sales people To track records of their activities, share information internally, and keep in touch with their customers.

- ❖ Tracking customers in easy way to find.

A good CRM helps you understand your market and the needs of your customers.

- ❖ Collecting data for marketing

A visa slot system can easily collect the data and identifying the customers to reach the best service to their

- ❖ Improving interactions and communications

The CRM is help to communicate with our customers and interactions visa slot.

- ❖ Streamline internal sales processes

A goods CRM visa slot system helps you streamline your internal sales processes so that

there is consistency and quality across your sales team.

❖ Planning your operations

In their process we get the planning like the very shortest plans we have to completing the visas

An immigration on CRM tool allows you to manage the lead's data and status. You can also add or drop leads and other apt details to follow the lead convincingly. The most considerable advantage of using this tool is that it reduces the paperwork to a great level.

With this immigration software you can manage the applications submitted by your clients, by streamlining student on boarding, create checklists manage

Workflows and communicate with external third-party agents that are needed for end to end process management.

Customer relationship

CRM visa slot helps a business manage its relationship with its customers, clients and vendors.

CRM visa slot is a valuable tool to managing the relationship to the customers.

That systems provide to make a visa easily and the managing data are very clearly to save in the data files and then we also use the applications to the visa make perfectly to the processing management.

Use sales monitoring to get real time performance data

Link sales data into your CRM via slot solution to provide an immediate, accurate picture of sales.

With a real time view of your pipeline you will be aware of any slowdowns and bottlenecks or if your team win a major deal

Plan your next step with insight generation.

Focus on what matters most using AI and built-in intelligence to identify the top priorities and how your team can make the most of their time and efforts.

For example,

Sales teams can identify which leads are ready to hand off and which need follow-up.

Optimize workflows with automation.

- Build sales quotes
- Gather customer feedback
- Send email campaigns with task automation
- Streamline marketing

Customer interactions for greater impact.

CRM solutions include features that tap into customer behaviour and surface opportunities for optimization to help you better understand.

Engagement across various customer touchpoints.

Projects service automation teams.

Improve your visa slot profitability with integrated planning tools and analytics that help build your customer.

Visa centric delivery model by gaining transparency into costs and revenue using robust project

Able to anticipate demands, determine resources capacity and forecast project profitability.

6. CONCLUSION:

A contact represents an individual person associated with an account.

An account can be a

- Customer
- Partner
- Vendor
- Any other entity

That a company that business with.

The relationships between an account and a contact is that an account can have multiple contact associated with it, but a contact can only be associated with one account.

Integrated with a wide range of data sources, such as

- Marketing automation platforms
- E-commerce systems
- Customer service tools

App exchange offers a variety of free and paid apps, and many of the apps offer a trial period, allowing users to test the app before they buy it.

Summary:

This segmentation enables targeted marketing and personalized engagement that can improve customer loyalty and retention. All records are stored as a data fields in the database we store in this show slots. This unified customer profile provides a holistic understanding of customer interactions and allows for more personalized engagement. Page layout this ensures that businesses can handle customer data with confidence and integrity.

The company settings are collection of setting that control various aspects of the organization's account

this settings can be only accessed and modified by users with administrative permissions.

Objects, fields, relationships is a data modelling sales force. Users can create a structure and efficient data model that allows for easy data management reporting and customer

The team customer relationship management (CRM) describes systems and process with in company which, with the help of customer data, aim to unify and improve customer service in order to achieve to higher level of customer loyalty. Customer relationship management brings together various department, such us sales us marketing, to ensure uniform approach which ultimately contributed to increasing the company success.

Unlike many other corporate guidelines, CRM focuses on the customer and customer relationship rather than sales or profits. This approach it particularly wide spread in the businesses to business areas where it is often very difficult to attract new customer.

- Customer address information
- Order history
- Details of marketing other measures
- Statistical information about orders, sales, etc.

Customer relationship management enables a company to align its strategy with the needs of the customers in order to best meet those needs and does ensure long term customer loyalty.

This approach will be of particular interest companies operating in highly competitive markets where it is difficult to attract new customers.

7. FUTURE SCOPE

Customer Relationship Management (CRM) has been an important system for businesses of all sizes for many years. It enables salesforce automation and management, but it has evolved to capture customer end-to-end journeys, drive customer relationships, retention, and revenues.

Emerging technologies and the fourth industrial revolution have shaped the future of CRM.

Merely making the marketing, sales, and services (MSS) more productive is not enough to meeting meet market expectations. CRM should be equipped with a wiki-like module for capturing customer insights and artificial intelligence (AI) assistance for reminders and proposing what to do next. The market expects built-in-big data and business intelligence (BI) to prove predictions for likely segments and customers for new or potential product

categories that customers are likely to purchase or consider.

As the world matures with industry cloud platforms, the need for industry-specific CRM may also rise. The unique advantage of this is that it is a vertical industry locked down solution for the entire industry and linked ecosystems.

I. Personalization:

As customer preference and behaviour continue to evolve, the ability to personalize every interaction with the customer will become essential.

With AI and machine learning, businesses can analyse customer data and provide customized recommendations and offers.

II. Communication:

Customers now communicate through multiple channels, and businesses need to ensure that they have a consistent communication strategy across all these channels. Future CRM systems will allow businesses to interact with customer via email, phone, social media, and other channels.

III. Predictive analytics:

CRM systems will be equipped with predictive analytics that can anticipate customer behaviour and future trends. This will enable businesses to identify potential problems before they occur and take proactive measures to resolve them.

IV. Integration with IOT:

The Integration of CRM via IoT with IoT devices will enable businesses to collect real-time data about customers and their behaviour. This will allow businesses to provide personalized and timely services to customers.

V. Automation :

Automation will play a critical role in the future of CRM. Routine tasks, such as data entry and lead scoring, can be automated, freeing up employees' time to focus on more value-added activities.

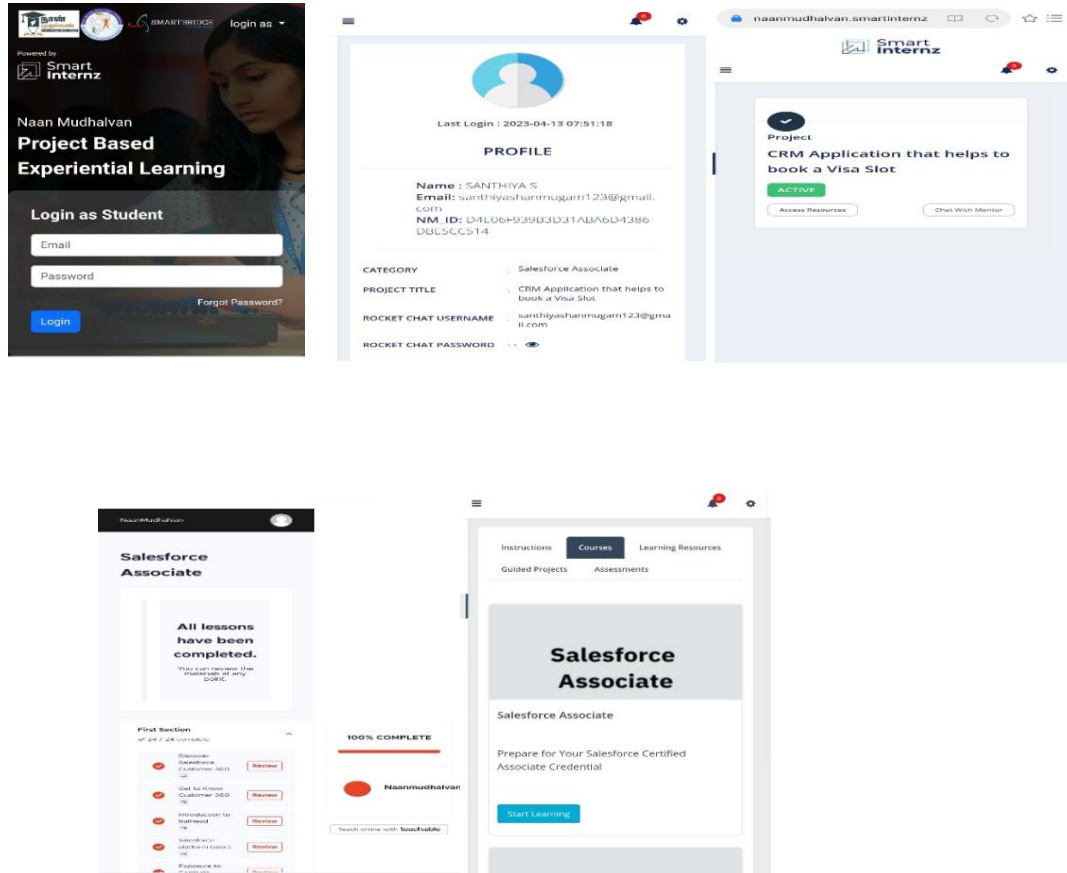
The emergence of new technologies, businesses can provide better customer experiences, gain customer loyalty, and increase their revenues. CRM systems will continue to evolve to meet the changing needs of business and customer, and it is essential for businesses to keep up with these changes to stay competitive.

Future CRM via IoT systems will allow businesses to interact with customers via email, phone, social media, and other channels.

The future CRM via IoT about which companies will be able to pivot to meet the changing needs and trends-driven by customer expectations. Customers expect organizations to know a lot about them and expect to have conversations.

8. APPENDIX

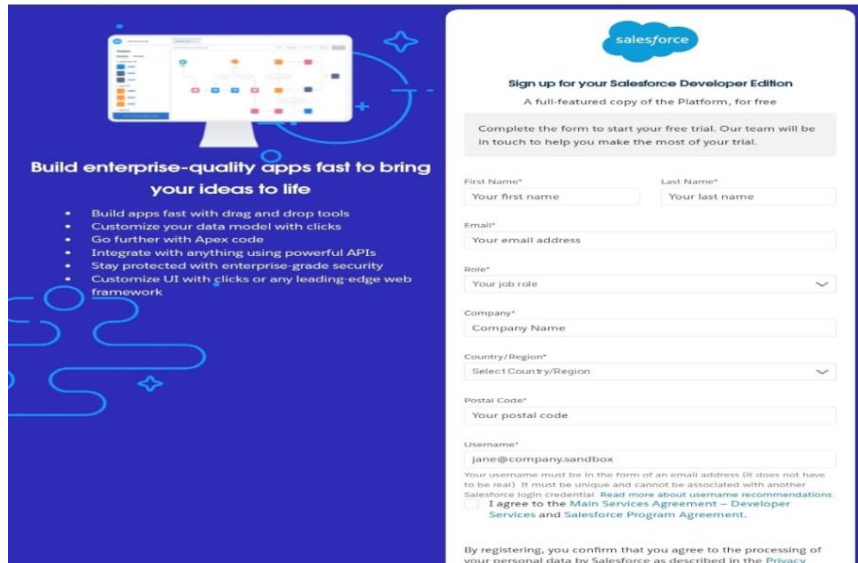
Project login Process started.



Milestone 1:

Creating developer account:

We creating org in salesforce.
developers.salesforce.com/



The image shows the Salesforce Developer Edition sign-up page. On the left, there's a blue background with a white box containing a diagram of a web application and a list of features. On the right, there's a white form with the Salesforce logo at the top. The form is titled 'Sign up for your Salesforce Developer Edition' and includes a sub-header 'A full-featured copy of the Platform, for free'. Below this, a grey box says 'Complete the form to start your free trial. Our team will be in touch to help you make the most of your trial.' The form fields include: First Name*, Last Name*, Email*, Role* (a dropdown menu), Company* (Company Name), Country/Region* (a dropdown menu), Postal Code* (Your postal code), and Username* (jane@company.sandbox). There are also checkboxes for 'I agree to the Main Services Agreement – Developer Services and Salesforce Program Agreement.' and a note about the username format.

Build enterprise-quality apps fast to bring your ideas to life

- Build apps fast with drag and drop tools
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- Stay protected with enterprise-grade security
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Sign up for your Salesforce Developer Edition
A full-featured copy of the Platform, for free

Complete the form to start your free trial. Our team will be in touch to help you make the most of your trial.

First Name*
Your first name

Last Name*
Your last name

Email*
Your email address

Role*
Your job role

Company*
Company Name

Country/Region*
Select Country/Region

Postal Code*
Your postal code

Username*
jane@company.sandbox

Your username must be in the form of an email address (it does not have to be real). It must be unique and cannot be associated with another Salesforce login credential. [Read more about username recommendations](#)

☐ I agree to the Main Services Agreement – Developer Services and Salesforce Program Agreement.

By registering, you confirm that you agree to the processing of your personal data by Salesforce as described in the [Privacy](#)

Login process in salesforce account by
<https://login.salesforce.com>



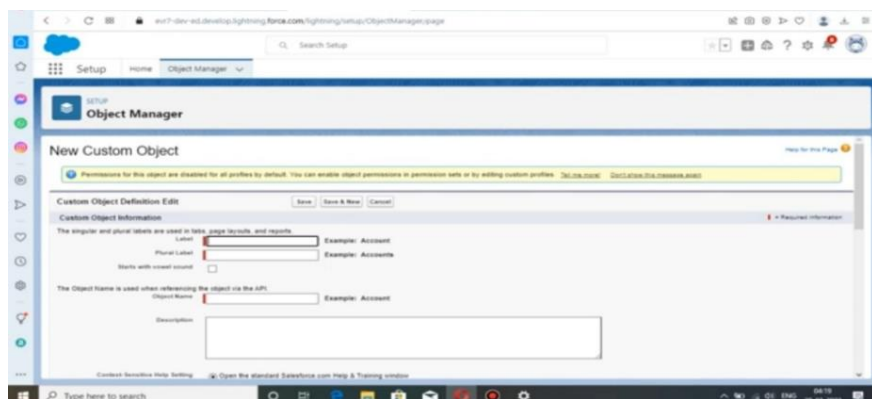
Milestone 2:

Data storing process in

- 1) standard object
- 2) custom object

Activity-1

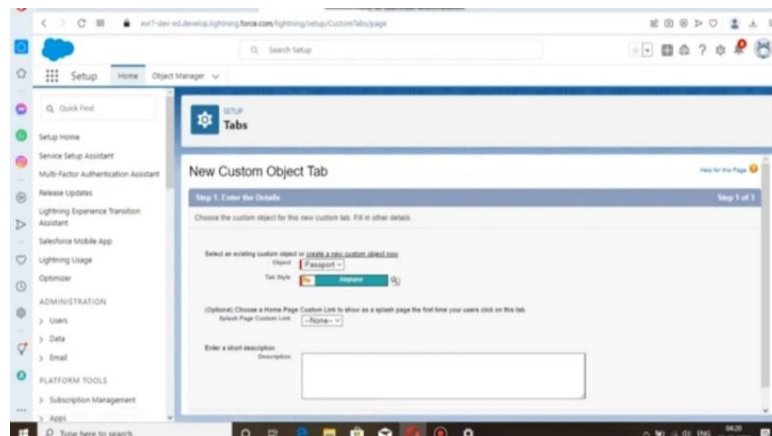
Creation of custom object: **Passport**

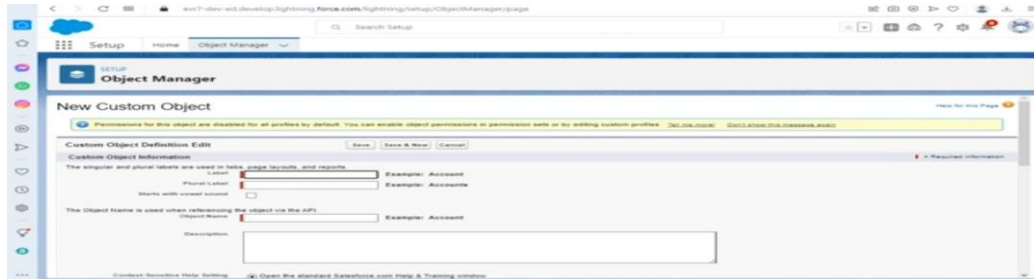


Activity 2:

Creation of fields on custom object:

Passport-data



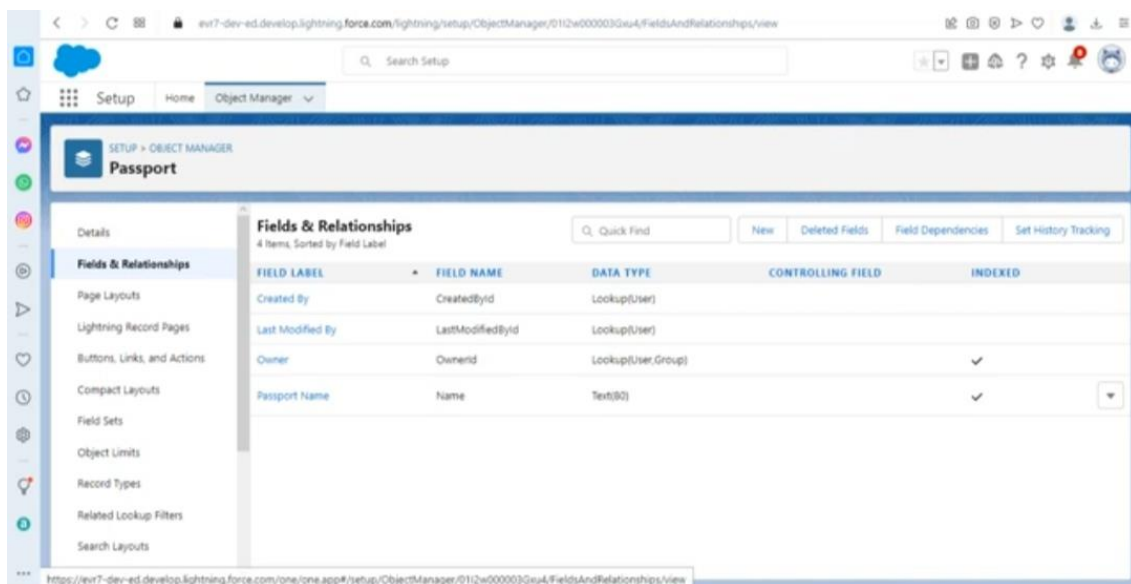


Details are given in this process after we go to the next steps.

Milestone: 3

Activity-1

Creation of Relationships

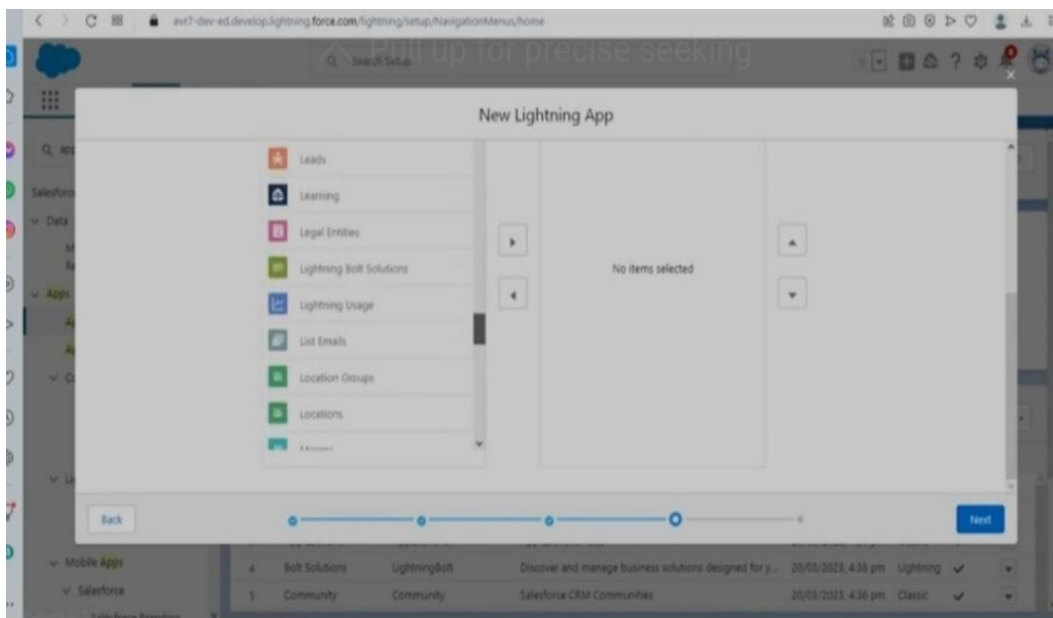
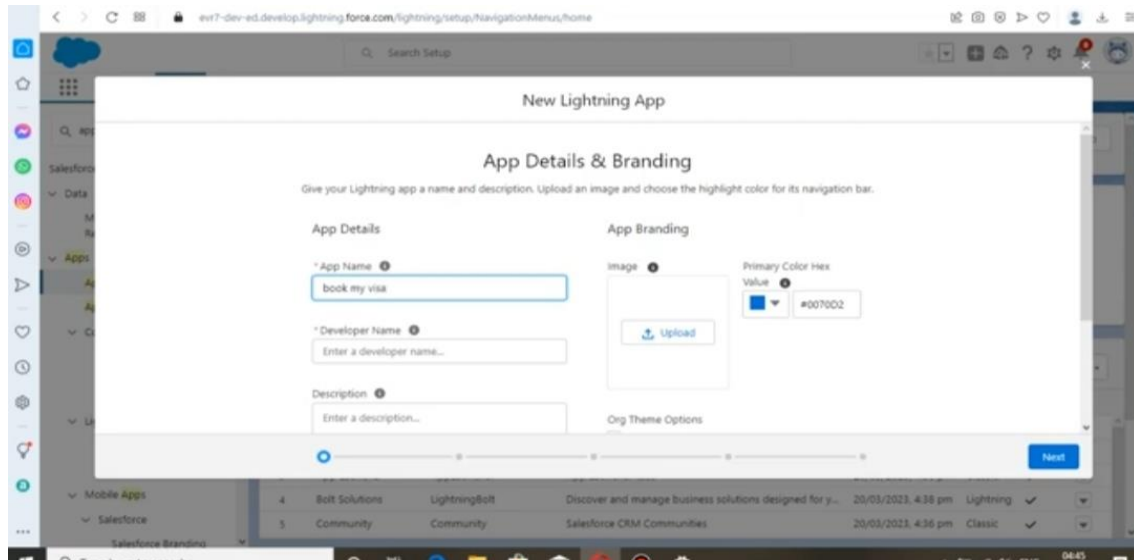


Miles stone: 4

APP:

Creation of app and it has a functions in two types -classic and lighting

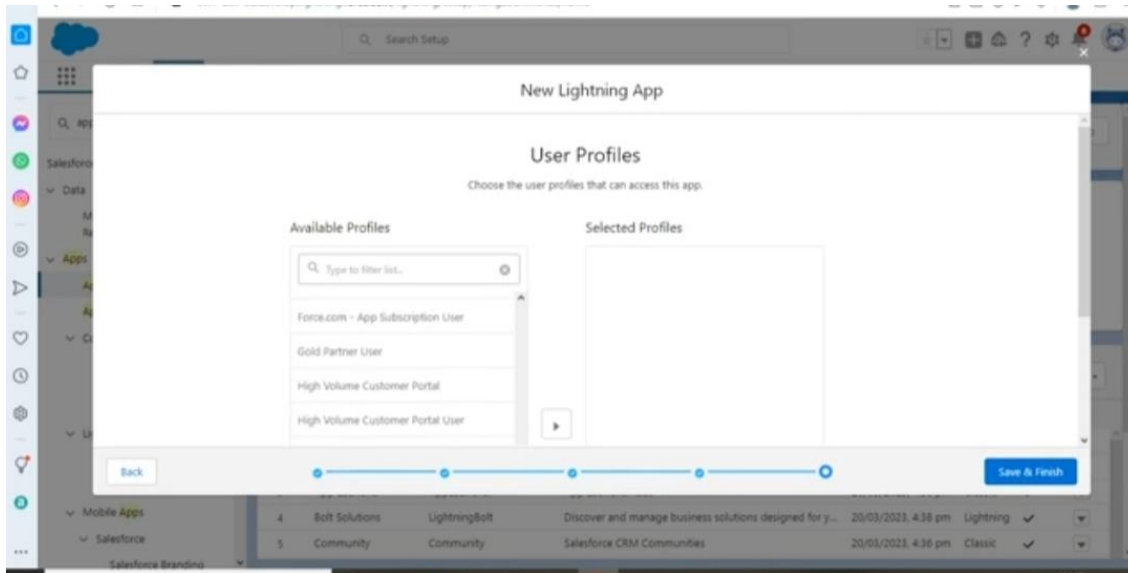
Activity - Creation of App



Milestone-5

Activity-1 Creation of User:

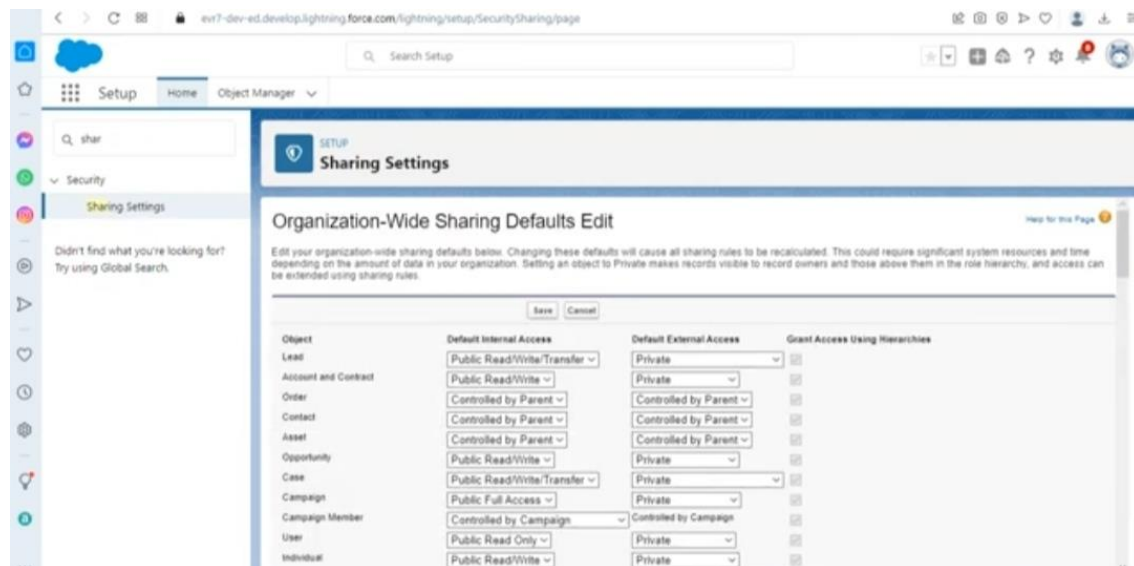
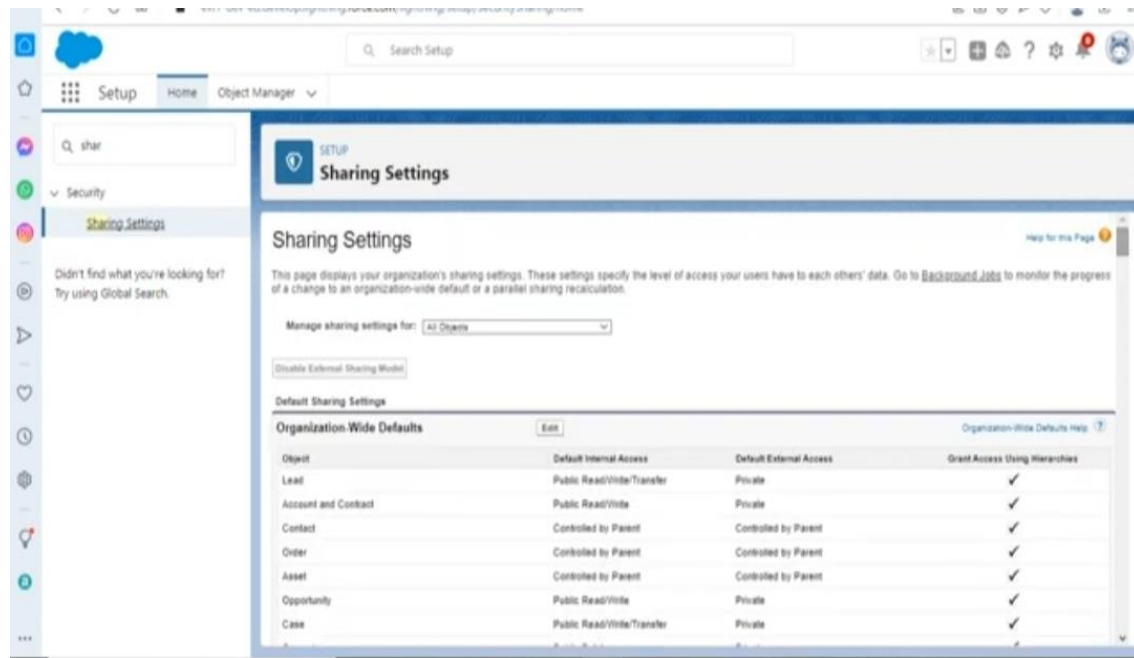
We go to the next step of user details and entering the all data what we want.



Activity-2

Next the Organization Wide default settings (OWD)

We give the permissions to the organization wide and it can be used for restrict the access.

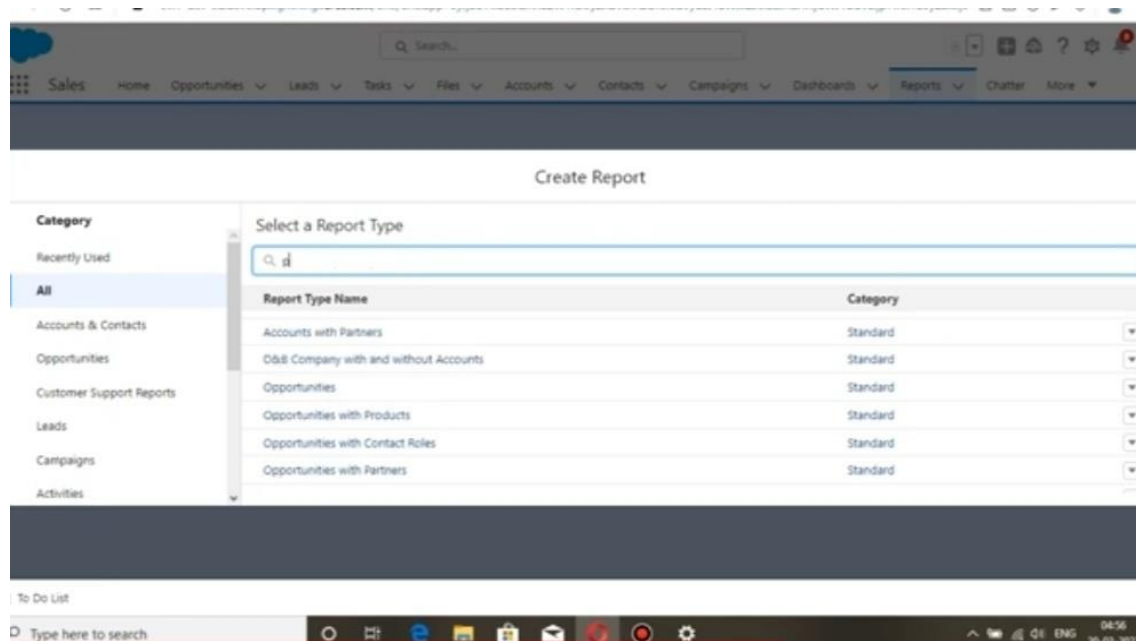
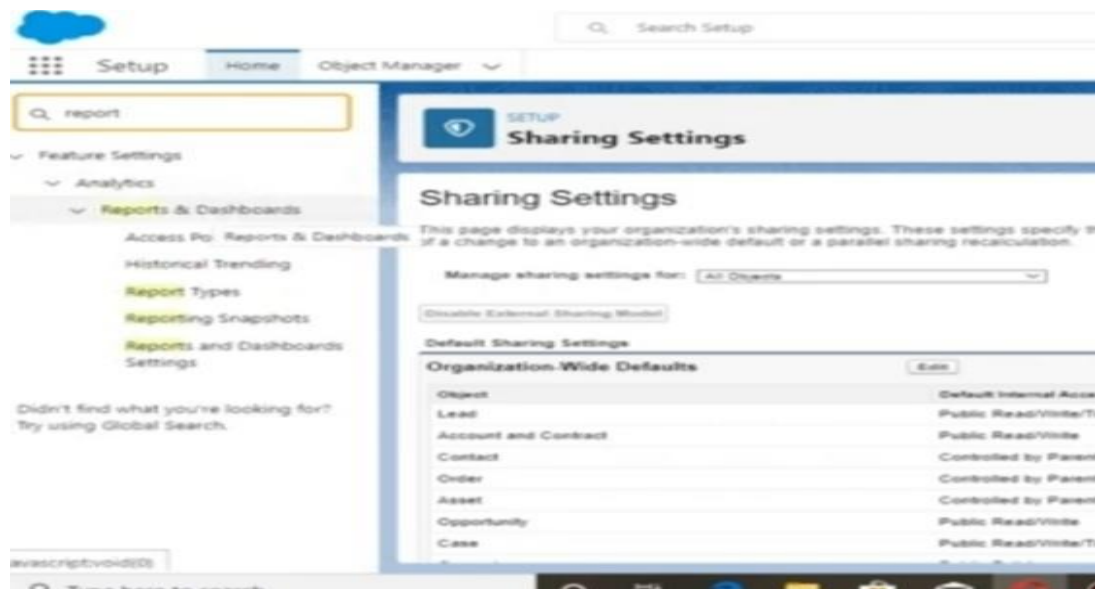


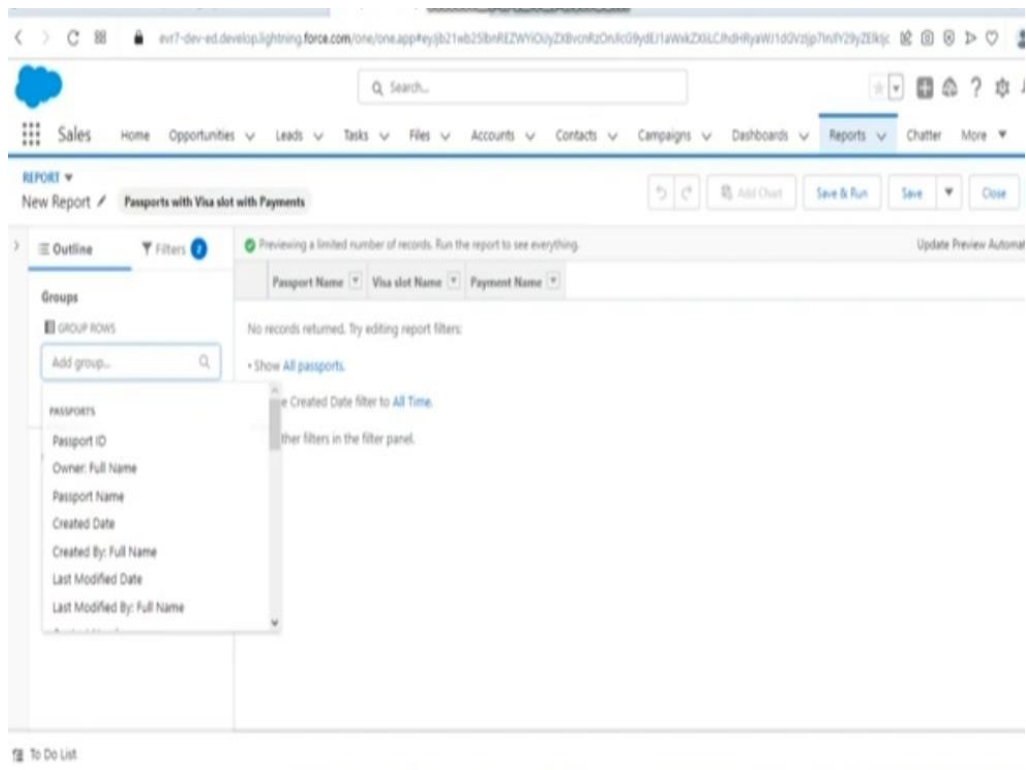
Milestone: 6

Activity-1

Reports

A reports is a list of records and every report is stored in a folder.





Milestone: 7

Activity

Creation of Dashboards:

The dashboards in salesforce are a graphical representation of reports. It shows data from source reports as visual components.

Edit Component

Max Values Displayed

Title

Subtitle

Footer

Legend Position

Preview

Passport with visa locations

Record Count

2

Location

Hyderabad ●

View Report (Passport with visa locations)

Cancel

Update

Edit Component

Value

Sliced By

Display Units

☒ Show Values

☐ Show Percentages

☒ Combine Small Groups into "Others"

☒ Show Total

Preview

Passport with visa locations

Record Count

2

Location

Hyderabad ●

View Report (Passport with visa locations)

Cancel

Update