A CRM APPLICATION FOR BANQUET HALL BOOKING

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Project name	A Crm Application for Banquet Hall Booking
Maximum marks	

Chapter – 11

Future Scope

🧠 Future Scope

As the event industry continues to evolve, your Salesforce-based banquet hall booking system can expand in exciting ways to meet growing demands and technological trends.

🚀 Potential Enhancements

- **Mobile App Integration**
  Develop native Android/iOS apps using Salesforce Mobile SDK for on-the-go booking and management.

- **AI-Powered Recommendations**
  Use Salesforce Einstein to suggest halls, packages, and services based on customer preferences and booking history.

- **Dynamic Pricing Models**
  Implement seasonal or demand-based pricing using custom logic and real-time analytics.

- **Multi-Venue Support**
  Extend the system to manage multiple banquet halls across different locations with centralized control.

- **Vendor Marketplace**
  Create a service provider portal where vendors (caterers, decorators, DJs) can register, manage profiles, and receive bookings.

- **Voice Assistant Integration**
  Enable booking and inquiry via voice commands using tools like Alexa or Google Assistant.
- **Blockchain for Contracts**
  Use blockchain to secure digital contracts and payment records for transparency and trust.
- **AR/VR Venue Tours**
  Integrate virtual reality walkthroughs of halls to enhance customer decision-making.
- **Advanced Analytics & Forecasting**
  Predict peak seasons, customer churn, and revenue trends using machine learning models.
- **Globalization & Localization**
  Support multiple languages, currencies, and regional compliance for international expansion.