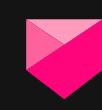




Stellar Soft's CRM Projects

Clutch (5.0) ★★★★★

Clutch Overall Rating review 5.0

Upwork 

TOP RATED PLUS

 **shopify**
partners



LGFG Fashion House

CRM System Development

We assisted LGFG Fashion House by developing a custom CRM system that streamlined their sales process, enhanced client engagement, and boosted operational efficiency. By automating workflows and communication, we helped the client optimize their sales funnel and improve customer satisfaction.



Industry: Fashion



Team size: 7



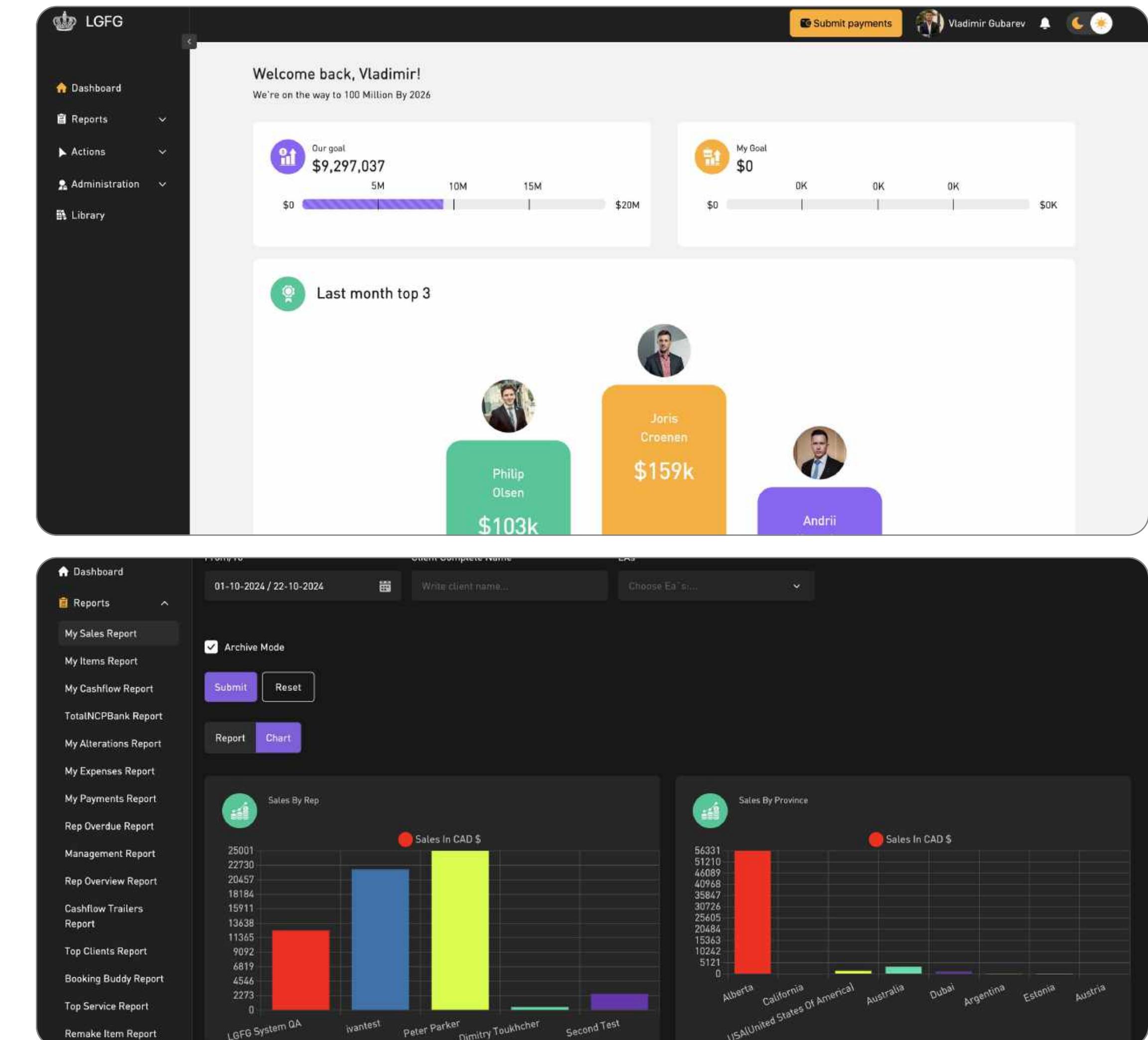
Country: USA



Collaboration:
June 2022 – Present

Delivered Competitive Functionality

The system transformed client communication with automated updates, ensuring a smooth and professional experience. Clients could now preview tailored suits using the virtual wardrobe feature, enhancing their buying confidence and engagement. Additionally, automated updates at key stages—post-measurement, production, and delivery—ensured continuous customer interaction, increasing overall satisfaction by 20%.



Screens of system

Value Delivered

Key achievements from the CRM implementation included:

- **Automated Communication:** Email and WhatsApp follow-ups were automated, reducing manual effort and improving timely client interactions.
- **Faster Workflow:** Automation of updates and notifications reduced tracking time by 40%, allowing staff to focus on high-value tasks.
- **Optimized Scheduling:** The integrated Google Places API improved scheduling efficiency by 25%, allowing for smarter client outreach based on proximity.
- **Increased Engagement:** The "virtual wardrobe" feature significantly boosted customer interaction, increasing client conversion by 30%.



Solution Overview

Process Mapping: We mapped the client's workflows and designed an optimized CRM to address inefficiencies.

Tech Stack:

- React.js & Material-UI for a responsive interface
- Laravel for API development
- PostgreSQL for structured data management
- Google Places API for location-based services
- AWS, Docker, and Kubernetes for scalable cloud infrastructure

A screenshot of the LGFG Fashion House CRM software. The interface has a dark theme with a light-colored header bar. The header includes a logo, user name 'Vladimir Gubarev', and various navigation links like 'Submit payments', 'Dashboard', 'Reports', 'Actions', 'DrivePipe', 'Appointment Card', 'Submit Payment', 'My Yearly goal', 'Administration', and 'Library'. On the right side, there is a 'Create Payment' form. The form has tabs for 'Client Info', 'Create Payment', 'Upload', 'Deposit Placed', 'Cashed Out', 'Alterations', 'Refunds', and 'Cashflow Rules'. The 'Create Payment' tab is active. It contains fields for 'Client type' (radio buttons for 'New Client' and 'Repeat Client', with 'Repeat Client' selected), a checkbox for 'Use same measurements as last order', and three checkboxes for 'Clothier Personal Order', 'Client Gift', and 'LGFG Luxury Lifestyle Certificate'. Below these are dropdown menus for 'Please select the sale province*' (set to 'Estonia') and 'Please select the sale city' (set to 'Estonia'). At the bottom, there are fields for 'Date Order Was Placed By Client*' and 'City to Ship to*', both with placeholder text 'Placeholder'.

MRI

Real Estate CRM Solution

We partnered with MRI to enhance their client relationship management for real estate professionals, focusing on lead tracking, agent collaboration, and sales performance through a fully integrated CRM solution.



Industry: Real Estate



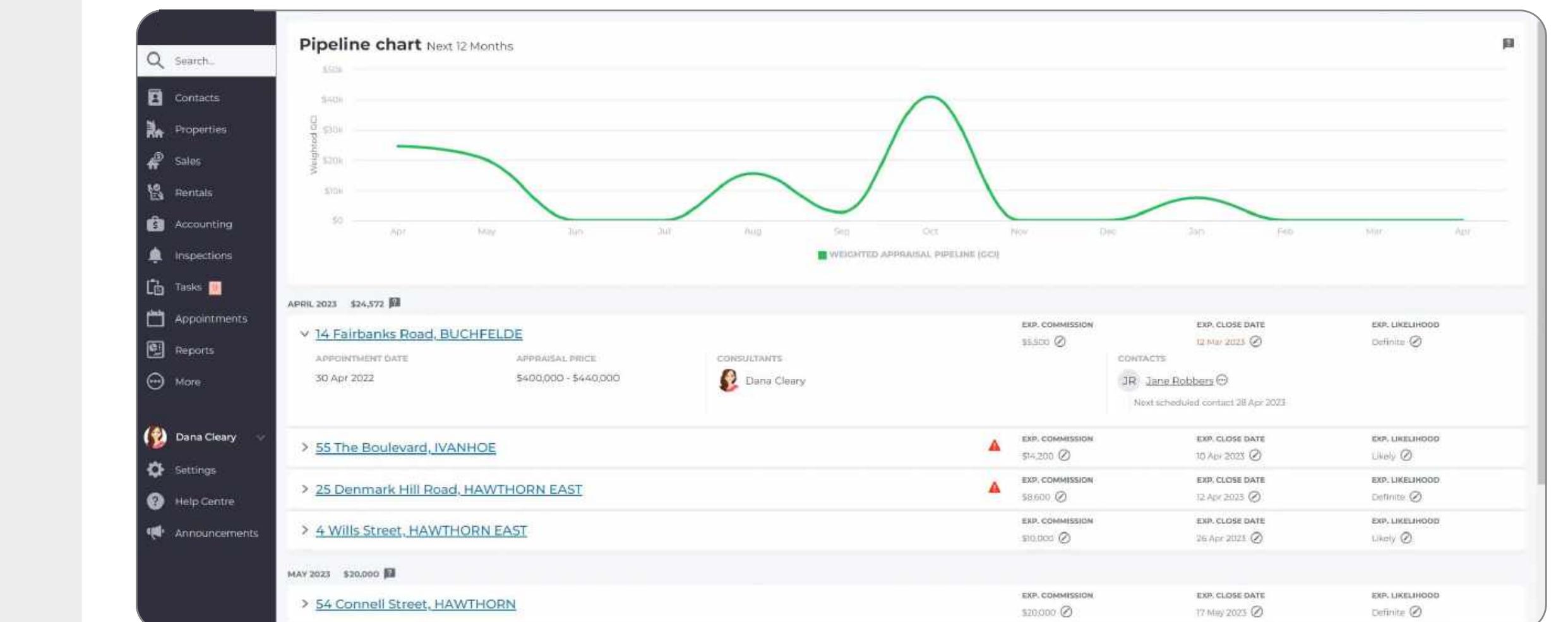
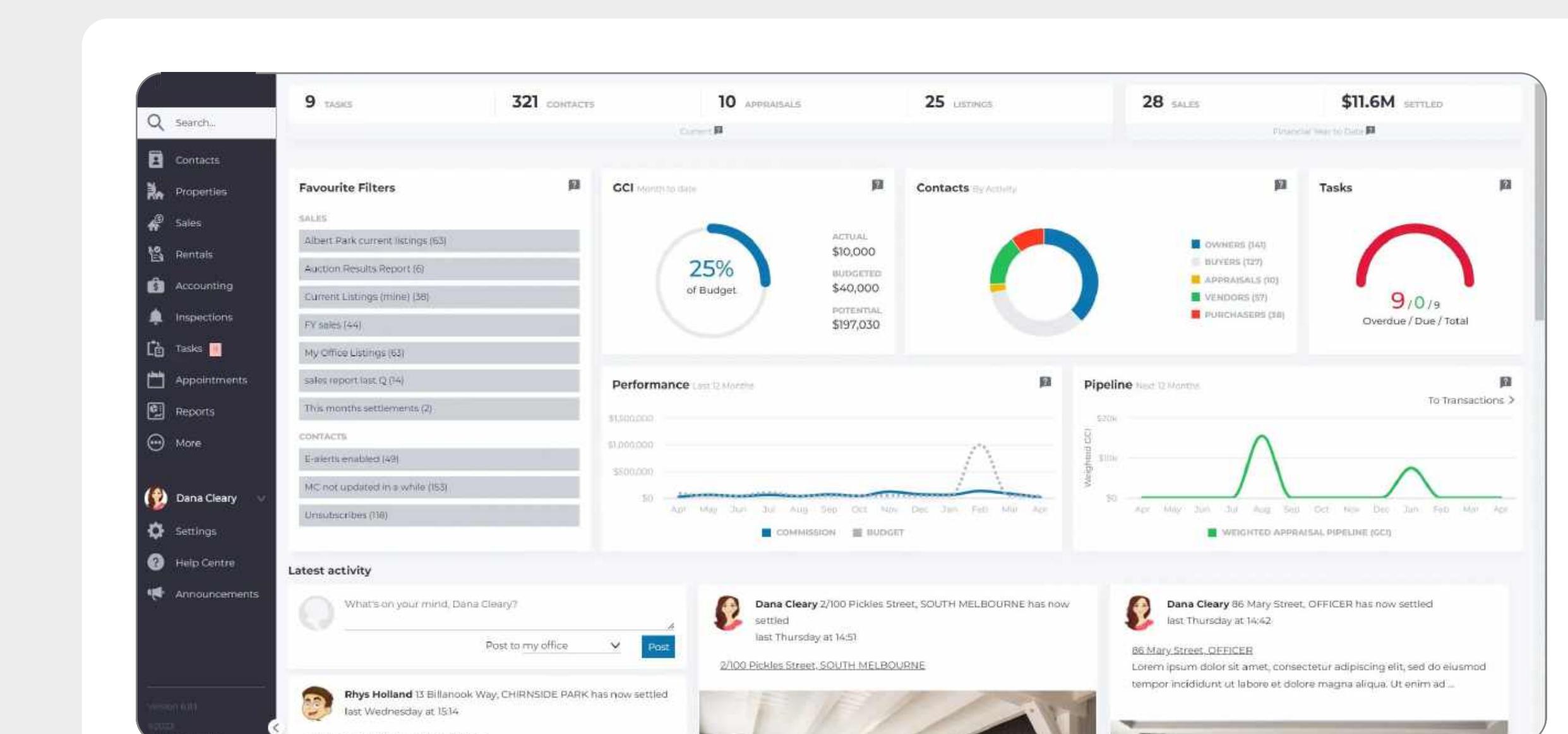
Team size: 10



Country: Australia



Collaboration:
January 2022 – December 2022



Delivered Competitive Functionality

We delivered a CRM that empowered agents to efficiently capture, prioritize, and convert leads. The solution automated workflows and integrated real-time analytics, allowing agencies to optimize sales strategies. A shared calendar, task boards, and communication hubs improved team coordination and project tracking, while personalized workspaces helped agents focus on their priorities.

Screens of solution

Value Delivered

The new CRM solution delivered impressive results:

- **Improved Lead Capture:** Leads were captured and categorized 50% faster, allowing agents to prioritize high-value clients.
- **Reduced Task Management Time:** Automation of repetitive tasks like follow-ups and task assignment reduced manual effort by 35%.
- **Boosted Productivity:** Real-time reporting and predictive analytics enhanced decision-making, increasing agent productivity by 40%.
- **Higher Client Satisfaction:** Automated follow-ups and better communication led to a 25% increase in customer satisfaction and retention.

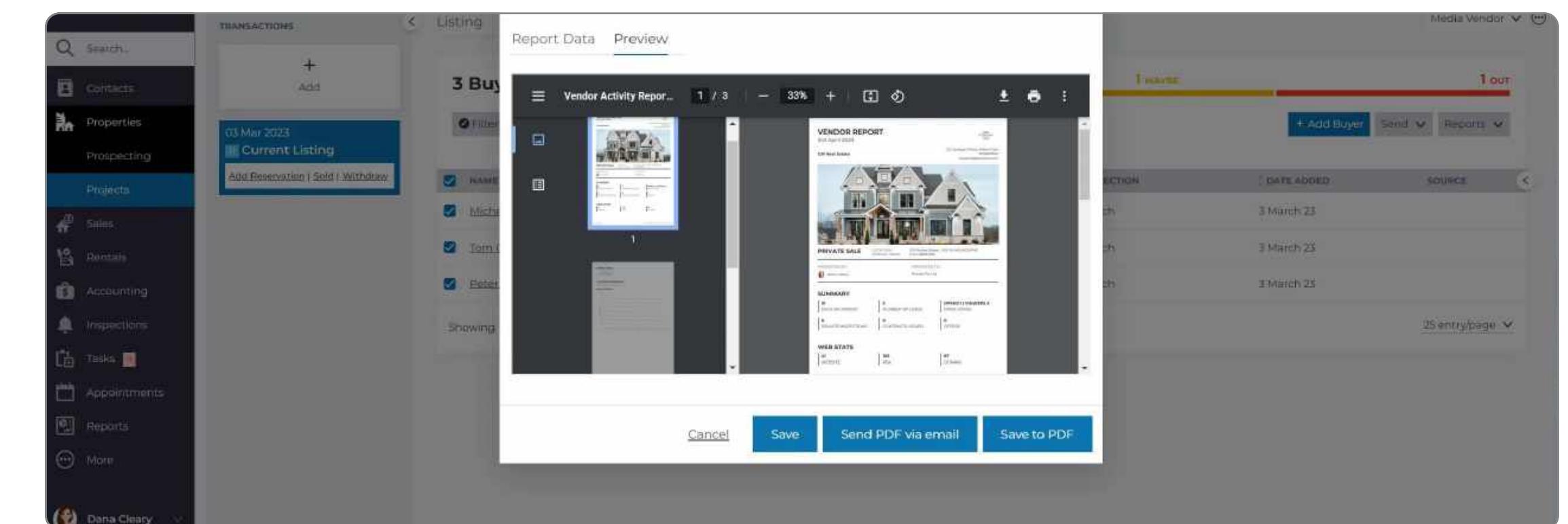


Solution Overview

Client Research: We closely analyzed the client's pain points, user needs, and KPIs to design a solution that was intuitive and efficient.

Tech Stack:

- React.js & Material-UI for an interactive interface
- Node.js & Laravel for backend services
- PostgreSQL for database management
- AWS for cloud infrastructure
- Power BI for real-time data insights



- **Contacts us**



Corporate Information

Website:

stellar-soft.com

Linkedin:

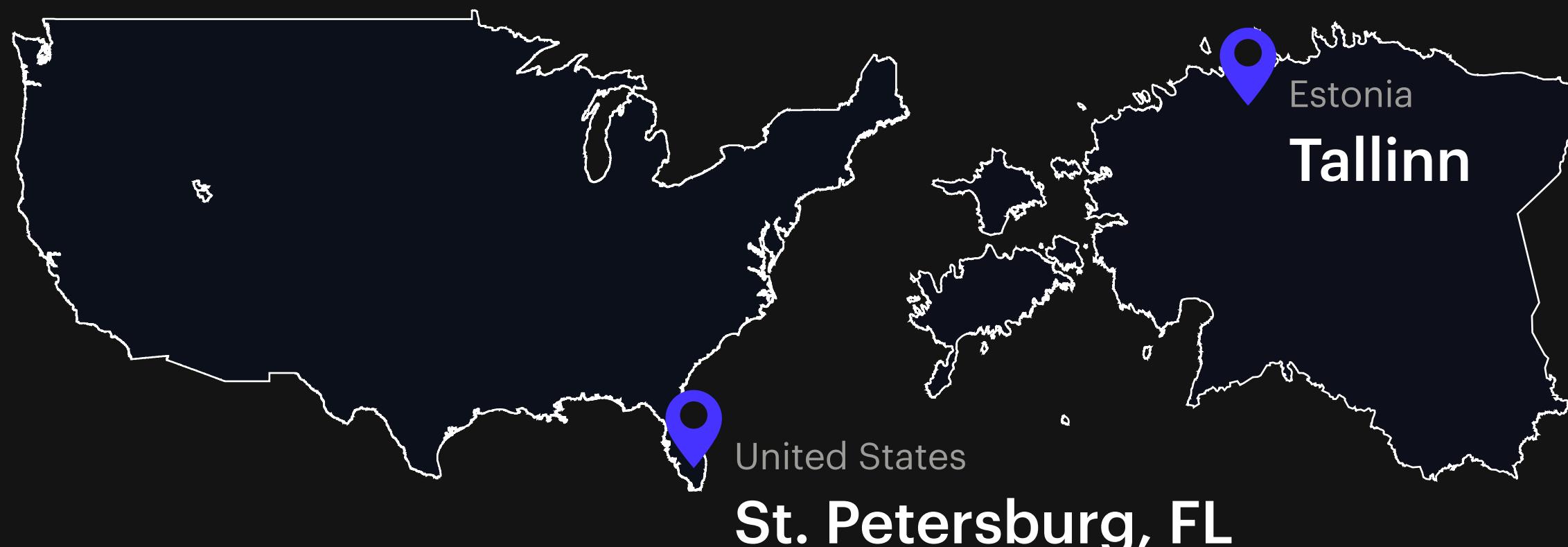
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