



**Industry:** Hospitality & leisure

**Technology:** CakePHP, Java, Web API

**Country:** South Africa

## Client Profile:

The Beekman Group is South Africa's leading corporate player in the development of the property and leisure industry. For the last 50 years, the company is helping clients with concept innovation, strategic business planning, and implementation within all aspects of their business operations. Currently, the Beekman Group is managing 30+ vacation destinations in 5 different countries and a member base of more than 80000.

## Challenges:

- After the successful deployment of their tablet and web applications, the Beekman Group requested us to enhance and update these applications
- The client wanted to add various modules in the applications to give users a world-class property management experience
- They requested to develop a module that helps Sales Agents to change the name of the current private residence option in their profiles
- They asked us to develop a new quote calculator for the PR Conversion product in tablet as well as the web application
- The applications should be able to add new contracts for the PR Conversion Product based on the current Infinity Contract that can be used as the base and tweaked with the necessary changes

## Solution

Experts at KCS thoroughly analyzed Beekman Group's requirements and offered the below-listed solutions:

- Experts at KCS divided the entire solution into four different modules: app development, quote development, contract development, and CMS development
- These four modules contain several sub-modules such as sales agent profile, quote calculator for PR, new contract, adding conversion fee to CMS, etc.
- Our experts used CakePHP in order to develop these modules for Beekman Group's web application
- Using Java and Web API technologies we integrated these modules into the tablet applications
- In the sales agent profile module, when an agent selects PR conversion as his preferred package, this changes the quote calculator default to the private residence conversion product quote calculator
- The total purchase points will be calculated based on the number of current points to convert, number of conversion points free, conversion fee, and total cost

## KCS Approach

Using cutting-edge technologies like Java, Web API, and CakePHP, experts at KCS upgraded web and tablet applications of Beekman Group. With the help of the Sales Agent Profile module in the App Development, agents can choose PR Conversion as their preferred package, this changes the quote calculator default to the private residence conversion product quote calculator. With the existing contact profile, the client can get new points type entry that pulls through from VC called PR qualifying points.

## Outcomes

- The solution to modify and upgrade Beekman Group's tablet & web applications created a huge impact on the company's overall business
- Our decision to categorize the solutions into various modules streamlined tasks of agents and executives of Beekman Group
- Using these applications, agents can now create new contracts for the PR conversion product
- The contract development module is capable of extracting the membership fees, reservation fees, and iExchange fees from the Private Residence tab in the CMS
- The iExchange Fee for the PR Conversion Product is payable over installments

## Tech Stack



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## Global Offices



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