FAIRCHANCE FOR CRM
CRM EXPERT- EMPOWERING PEOPLE

Zoho One Integration Strategy for Al-Furqan Academy

Executive Summary

Al-Furqan Academy, initially starting with only two students from the USA in September 2022, has since witnessed remarkable growth. Today, spanning three locations in London, England, and Dubai, the academy proudly hosts a diverse student community representing various global regions. This expansion signifies our unwavering commitment to providing Quranic education to a broad and multicultural audience.

Central to our mission is the dedication to enlighten and mentor the youth through the teachings of the Quran & Sunnah. Beyond education, we aspire to shape the younger generation into ambassadors of this profound wisdom, empowering them to impact and lead future generations. This journey from humble beginnings to a global educational presence defines Al-Furqan Academy's vision and commitment to offering a transformative educational experience that transcends boundaries and enriches the lives of students worldwide.

Organization

Al- Furqan Academy

Mission & Vision

Our Vision is to bring the Ummah together on one platform to read and understand the holy Qur'an and to strengthen their relationship with Allah Subhanahu Wa Ta'ala. Our Mission We want to make the study of the Qur'an fun and easy for children to adults and provide the best teaching resources using modern technologies

CASE STUDY

Challenges

Spreadsheets Management

Upon investigation, it has become evident that Al-Furqan Academy relies on manual handling for crucial tasks such as managing **teacher salaries, student invoicing, and class records** using spreadsheets. This approach has resulted in time-consuming processes that are prone to errors and face limitations in scalability.

Inefficiencies and Complexity

We seek that the manual management of diverse tasks has led to inefficiencies in data entry and processing. The lack of scalability has hindered efficient handling of increasing volumes of records, impacting the overall management and accuracy of our administrative tasks.

Accuracy and Consistency

Maintaining accuracy and consistency across multiple records, especially in tasks involving managing **teacher payments, student fee collections, and class schedule, Teacher profile and student profile**, has proven challenging for the academy. The manual system faces difficulties in ensuring precision and reliability, consequently impacting the efficiency of our operations.

No Payment Management

We recognized that there is need of a setup that enables seamless payment processes for teachers and students, streamlining fee collection and payment disbursement, thereby eliminating manual errors and enhancing accuracy in financial transactions.

No Centralized Data

We analyzed that academy lacks a centralized database for course details, their corresponding packages, and the organization of student and teacher data in a coherent system.

CASE STUDY

Solution

Zoho Creator Implementation

At Al-Furqan Academy, we identified the limitations posed by manual processes. In response, we took proactive steps to integrate Zoho Creator into the operations. This strategic move centralized all our processes under one roof, streamlining and unifying our operational framework.

Lead and Enquiry Management:
- Implemented an "Enquire Form" using **Zoho Forms** within **Zoho Creator** linked to **Zoho CRM**, automating lead creation processes.

Courses and Packages:
- Developed dedicated "Courses" and "Packages" forms in Zoho Creator to define and manage course offerings and packages for students.
- Course and package information is seamlessly integrated into students' profiles, ensuring easy accessibility.

Student Profiles:
- Created a comprehensive student profile form in Zoho Creator, connected with **Zoho Books** for streamlined customer entry creation.
- Invoices generated for students through Zoho Creator are synchronized with Zoho Books for accurate financial records.

Teacher Profiles:

- Designed a tailored teacher profile form within Zoho Creator, integrated with **Zoho CRM** to generate profiles aligned with the teacher's application form in Zoho CRM.
- Established vendor entries in **Zoho Books** for teachers, incorporating their essential payment details for financial tracking.

Teacher Bill Form:

- Developed a specialized teacher bill form using Zoho Creator to streamline bill generation processes.
- Ensured synchronization of bills generated in Zoho Creator with corresponding entries in Zoho Books for efficient vendor management.

Class Management:

- Created a dedicated class form within Zoho Creator to meticulously record details for each class session.
- Integrated attendance tracking features for both teachers and students, providing comprehensive insights and management capabilities.
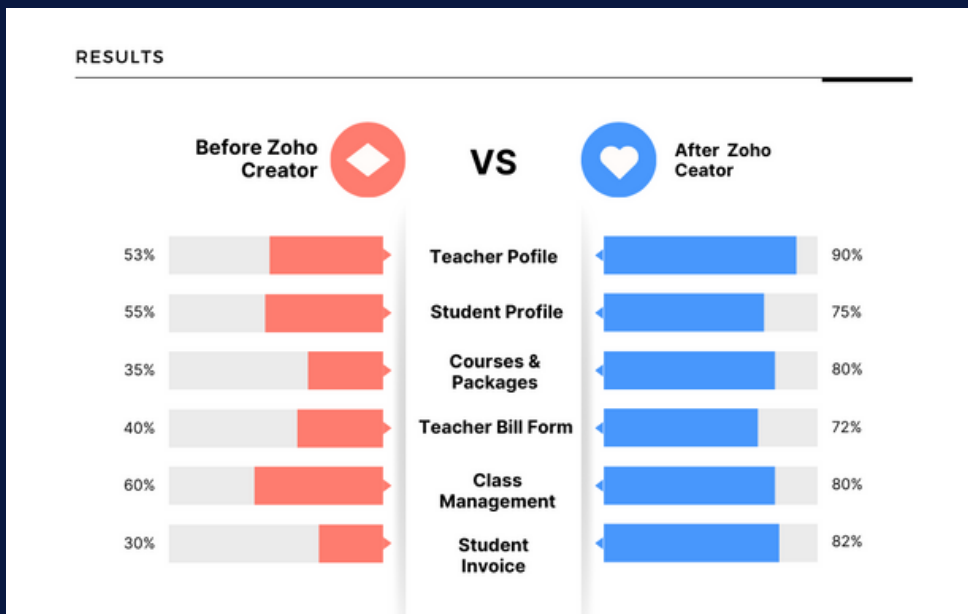
CASE STUDY

Result

The implementation of Zoho's tailored solutions through FAIRCHANCE FOR CRM has played a pivotal role in enhancing Al Furqan Academy's business operations. The integration of the new creator system has notably improved workflow organization and management, leading to substantial time savings in handling student records, teacher profiles, and classes.

The adoption of Zoho Creator has streamlined our record-keeping, allowing centralized management of all our records. Leveraging Zoho Books for invoicing has facilitated seamless payment collection, significantly simplifying our record-keeping processes.

RESULTS

Before Zoho Creator VS After Zoho Ceator

Before Zoho Creator		After Zoho Ceator
53%	Teacher Pofile	90%
55%	Student Profile	75%
35%	Courses & Packages	80%
40%	Teacher Bill Form	72%
60%	Class Management	80%
30%	Student Invoice	82%

Applications Implemented

- ZOHO CREATOR
- ZOHO CRM
- ZOHO FORMS
- ZOHO BOOKS

CLIENT FEEDBACK

Founder Of AL- FURQAN ACADEMY

What Our Client Says

"

The team is very proactive in answering all queries and will guide u to understands and implement the best Zoho solution.
The dev team is experienced

Imran Gauri

"

CASE STUDY

About FAIRCHANCE FOR CRM

FAIRCHANCE FOR CRM provides round-the-clock services and maintenance to keep your business on the growing and developing track to generate the revenue within the budget. We have expert team to work on the Zoho CRM platform thoroughly with all of automation and innovation. In addition to this, we are able to provide individualized solutions that are adapted to match the particular requirements of each customer, so ensuring the highest possible levels of efficiency and production.

With 700+ customers in 70+ countries, today we are all set to become a trusted growth partner to your business!

For the purpose of assisting businesses in improving their customer relationship management, the FAIRCHANCE FOR CRM platform offered solutions that were both individualized and efficient in terms of cost. enterprises are able to obtain significant insights into the behavior and preferences of their customers using the platform's powerful analytics capabilities, which in turn enables the enterprises to modify their marketing tactics in accordance with those preferences. Businesses have the ability to improve customer happiness and loyalty while simultaneously optimizing their use of resources to achieve optimum efficiency when they implement FAIRCHANCE FOR CRM.

Contact Us

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