



Government Contractor for Military Base Housing Uses CloudPano Enterprise to Showcase Homes to Families All Across the Globe

Property Management Company Serving Military Families Needs Flexible & Dynamic Software Partner

Results

- ▶ Custom mobile app workflow to accommodate streamlined processes across 50+ field teams
- ▶ Specified equipment procurement
- ▶ Video-conferencing & screen-share tools build trust and transparency in the leasing process
- ▶ Custom group & individualized training for software & hardware use
- ▶ Named Account Manager collaborates with strategy, training, implementation, and ongoing custom support needs.

In the world of government contracting, there is no shortage of hoops to jump through to achieve results for your company. That's what one CloudPano customer dealt with when trying to engage in a project to enhance services to their target market & customer base: Military families.

A solution to the problem

COVID-19 disrupted the world in many different ways, and this client was no exception. In many circumstances, it decimated whole industries—For others, in this case, it created challenges that required new solutions. This property management company wanted to find a way to introduce a virtual element to their services for incoming military families to better experience their potential accommodations before arriving with moving trucks. While a global pandemic spotlighted this need, it was viewed as an acceleration of the inevitable adaptation of virtual experiences even outside of these extreme circumstances.

With managed-properties at bases all over the US, they quickly tested & ruled out the scheduling & logistical nightmare of working with local photographers to get security clearance to enter the base and capture the necessary images to create virtual tours. They were then faced with the challenge of training numerous site-level teams to use hardware and software that none of them were familiar with.

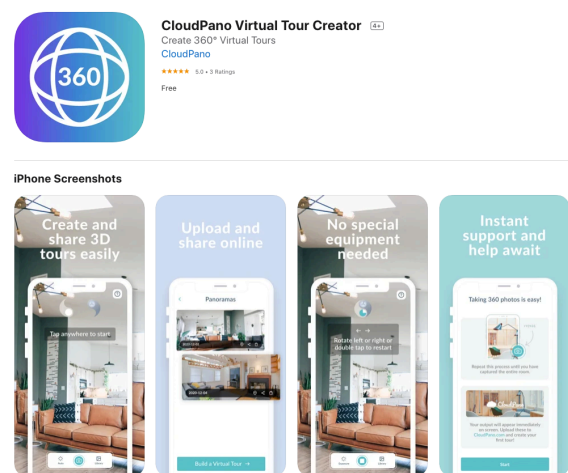
By partnering with CloudPano for virtual tour hosting, equipment procurement, custom feature development, and dedicated support & training, they were able to gain the flexibility necessary to adapt to the ever-changing schedule and environment of military base housing management.

Simplified workflows

With site-managers and staff that were hired more for their management and leasing prowess than for their real estate photography, the Client needed a simple streamlined solution that would also achieve high-quality results.

The CloudPano team's consultative and collaborative approach in the discovery phase of the project identified clear objectives for success, matched existing software solutions with corresponding challenges, and itemized custom development possibilities to address the remaining obstacles within given parameters.

By creating a mobile-friendly solution & back-



CloudPano Virtual Tour Creator iOS App

end workflow automation, CloudPano's world-class software development team was able to take the guess-work and thinking out of the image-capture and tour-creation process. This created brand-consistency and minimal oversight from the administrative team at their corporate headquarters.

Expanded Services

Not only was CloudPano able to provide this Client with a premier virtual tour hosting platform, but with a full-service approach to project & client-success, they also provided solutions for additional needs, often as they arose:



- Photo-Editing
- Virtual Tour Creation
- Virtual Staging
- Equipment Procurement
- Individualized and Group Trainings
- Graphic Design
- Mobile app UI/UX
- Custom software feature creation
- Customized workflows
- CloudPano Live Virtual Showings

Better Prepared with CloudPano

Teams & businesses can capture objects & environments virtually, and render them in rich virtual experiences that can be accessed anywhere and anytime. These interactive virtual experiences can be used to bridge the gap between static photo representation, and in-person representation. Often times, they can even provide unique experiences and perspectives that would not be achieved by a simple in-person interaction (i.e. aerial drone photography or computer graphic rendering).

This Client and other real estate & property management companies use CloudPano to transform traditional impersonal property viewings and flat marketing packages into vibrant interactive digital experiences. The CloudPano platform provides many services out of the box, and for custom needs, CloudPano Enterprise is ready to add value to your enterprise. ☁

About the Customer

International consulting and services firm involved with housing, infrastructure, construction, civil engineering & more. Specifically, this case study is for their property management division.

HEADQUARTERS

United States

INDUSTRY

Property Management

EMPLOYEES

26,000+

CHALLENGE

Create virtual tours and host virtual walkthroughs/showings with in-house property management teams with little-to-no-experience with the tech.

PRODUCTS

CloudPano Enterprise
CloudPano Virtual Tour Creator
CloudPano Live Video Conferencing & Screen-share
CloudPano Enterprise Automations
CloudPano Tour-Creation Services
CloudPano Mobile Capture iPhone App

SOLUTION

CloudPano trains & equips on-site teams with hardware, mobile app, and customized automated workflows to capture images & build virtual tours to be used in communicating the benefits of on-base living to military families considering a lease.

CloudPano Enterprise Services is the custom solution center for complex fulfillment needs. CloudPano can work with enterprises and business to assist them with their virtual tour-adjacent strategies and create value for the organization. We offer assistance and support, and to those that need it, we offer leadership, planning and guidance to ensure smooth solution delivery.

To learn more about CloudPano and our Enterprise Services, please contact Nate Thiry at nate@cloudpano.com or via phone at +1-405-906-1029