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## Fabrice CHARDIN

President of Lotihome



Used Habiteo for the "Ô Cœur de Ville" program in Fonsorbes



To answer what needs did you use the services of Habiteo?

We wanted to **improve our product approach** and use new technologies to **make our projects more concrete for both buyers and our sales team.**

Why did you choose Habiteo instead of another provider?

On the one hand because **the company is innovative in our business segment**, on the other hand for the **professionalism and availability of the stakeholders, the sales and the technical teams.**

What use did you make of it?

We do not only sell to local buyers, so this solution allowed us to **highlight our program** and **give a concrete image of the project.**

What was the added value for you?

The added value was **the image of the project** and **gaining our buyers and sales team trust.**

Any comment to conclude?

We are convinced that **these new technologies will revolutionize our business!**

Indeed, at a time when the internet is the main information tool for any future purchaser and the acquisition on plan is going to become reality, **these tools will improve the customer relationship**, thanks to a concrete approach to projects, and why not enable us to **present the preliminary drafts to the local officials.**



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