

GoldenLion Implements Training Provider CRM for ScienceDr

Introduction

ScienceDr is an education and training organization offering academic and professional development programs for school students and job seekers. Based in India, the institute delivers both online and offline courses in Physical Science, Life Science, Mathematics, Physics, Chemistry, Biology, Computer Science, and various job-oriented subjects. With a focused team of educators, counselors, and administrative staff, ScienceDr is committed to providing high-quality learning at affordable prices.

GoldenLion implemented the Training Provider CRM, a specialized solution built on Zoho CRM, to streamline ScienceDr's student inquiry handling, automate follow-ups, and enhance enrollment tracking.

Today, ScienceDr manages its entire student admission cycle seamlessly through the Training Provider CRM.

Business Name

SCIENEDR

Company Profile

- INDUSTRY EDUCATION AND TRAINING
- TYPE B2C
- HQ INDIA
- USERS 1
- WEBSITE www.sciencedr.com

Selection Criteria

- INDUSTRY SOLUTION
- RELIABLE PARTNER SUPPORT
- BUDGET-FRIENDLY
- CAPABILITY TO CUSTOMIZE
- FAST GO-LIVE



CASE STUDY

Problem Statement

Before adopting the Training Provider CRM, ScienceDr managed student inquiries and training registrations manually. Leads arrived through multiple channels, but without a centralized system, tracking and organizing them became difficult. Follow-ups were inconsistent, conversions were hard to measure, and the team lacked visibility into the overall admission pipeline.

As a result, opportunities were often missed and responses to prospective students were delayed. ScienceDr needed a structured platform that could organize inquiries, manage registrations, streamline communication, and provide a clear view of the team's daily priorities in a consistent and repeatable way.



WHY ZOHO CRM?

- Industry solution, Training Provider CRM build by GoldenLion on top of Zoho CRM
- Partner expertise in the industry
- Scalability and flexibility to grow with the business
- Short implementation time
- Budget friendly implementation fee

Finding GoldenLion

ScienceDr discovered GoldenLion through an online search.

GoldenLion stood out as a Zoho Partner with strong expertise in the education and training sector. The Training Provider CRM, an industry-specific solution built by GoldenLion on Zoho CRM, already offered the essential capabilities needed to manage inquiries, enrollments, and student communication.

ScienceDr immediately saw how well the solution aligned with their requirements and how it could streamline their admission workflow from day one. GoldenLion's proven track record of implementing and optimizing this solution for similar institutions made the decision even more compelling. During the initial discussions, the GoldenLion team demonstrated a clear understanding of ScienceDr's processes and showed how the Training Provider CRM could support their growth effectively and efficiently.

CASE STUDY

Implementing Zoho CRM

GoldenLion implemented the Training Provider CRM and made minor customizations to mirror ScienceDr's complete enrollment workflow. The entire deployment, covering system setup, configuration, and staff training, was completed in about two weeks.

With the CRM in place, ScienceDr now has full visibility into every inquiry, follow-up stage, and enrollment status. The system ensures that no lead is overlooked and that the team can communicate with prospective students in a timely and effective manner. Student data and engagement activities are now organized, structured, and easy to manage.

In addition to handling the admission process, the system also generates invoices for ScienceDr, ensuring seamless end-to-end alignment of their operational processes.

Future Plans

"ScienceDr plans to expand its training programs and increase student intake in the coming years. With Zoho CRM in place, the institute is prepared to automate more processes, integrate marketing automation, and adopt analytics to strengthen student engagement. With GoldenLion's support, the organization aims to scale its operations efficiently and offer a seamless experience to both students and counselors."

TANUJA KARMAKAR

Owner
ScienceDr

SOLUTION OFFERED

- Implemented the Training Provider CRM, an industry ready solution built by GoldenLion on Zoho CRM.
- Tailored the system to match ScienceDr's inquiry management process.
- Configured enrollment workflows to align with their admission cycle.
- Centralized all student inquiries for better visibility and follow up tracking.
- Provided hands on training to help the team adopt the CRM confidently.



Tanuja Karmakar

OWNER
SCIENCEDR

About Zoho and GoldenLion

"Before implementing Zoho and working with GoldenLion, ScienceDr relied on manual tracking methods that slowed down follow ups, reduced visibility, and restricted scalability. With the Training Provider CRM, the institute now has one system to manage all student inquiries and admissions."

CASE STUDY



About Goldenlion

Starting its journey as an Alliance Partner of Zoho Corporation, GoldenLion has become one of the top Zoho consultation companies worldwide.

Since our inception in 2010, we have been helping small and mid-size businesses worldwide automate and structure their entire business processes by offering all-around consultation for the Zoho Suite of Products and customizing them to fit our client's business requirements.

With 900+ customers in 90+ countries, today we are all set to become a trusted growth partner to your business!

[Here's what our customers have to say about our services.](#)

900+
Customers

30+
Team Members

6
Industry Solutions

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