

Project Design Phase

Problem – Solution Fit Template

DATE	01/11/2025
TEAM ID	NM2025TMID01369
PROJECT NAME	Lease Management
MAXIMUM MARKS	2 MARKS

Problem – Solution Fit

Definition:

The Problem–Solution Fit identifies customer pain points and matches them with a viable Salesforce-based solution.

Purpose:

- Identify customer/business challenges clearly.
- Design a Salesforce solution that directly addresses user needs.
- Ensure that your idea is both feasible and impactful.

Template:



Example:

Problem: Sales team struggles with tracking customer interactions.

Solution: Implement Salesforce Sales Cloud with automation and dashboards.

Reference: Salesforce Trailhead – Problem Solving with CRM

References

Visual Lease – Lease Management Guide

🔗 <https://visuallease.com/the-necessary-steps-to-improve-lease-management-practices>

Leasecake – Lease Administration Best Practices

🔗 <https://leasecake.com/blog/lease-administration>

The Lease Management project demonstrates how Salesforce can streamline lease tracking, automate processes, and enhance data accuracy. It ensures better visibility into lease terms, renewals, and compliance activities. The solution reduces manual errors and improves overall operational efficiency. By integrating dashboards and automation tools, decision-making becomes faster and more data-driven. Overall, this project highlights Salesforce's capability to optimize business workflows and support sustainable management practices.