

## Project Design Phase

### Proposed Solution

<b>Date</b>	02 November 2025
<b>Team ID</b>	NM2025TMID08819
<b>Project Name</b>	Lease Management
<b>Maximum Marks</b>	<b>4 Marks</b>

#### **Solution Architecture**

##### **Goals of the Architecture:**

- \* Automate and streamline lease management using Salesforce CRM.
- \* Maintain centralized records for property, lease, and customer data.
- \* Enable seamless tracking of lease renewals, payments, and expirations.
- \* Provide role-based access for tenants, landlords, and administrators.
- \* Improve operational transparency and decision-making using dashboards.

##### **Key Components:**

Salesforce Objects: Custom objects for Leases, Properties, and Tenants.

Automation Tools: Salesforce Flow, Process Builder, and Validation Rules.

Data Model: Relationship between Property → Lease → Tenant.

User Interface: Lightning App Pages with forms, dashboards, and charts.

Notification Engine: Automated reminders for renewals and overdue payments.

Reports & Dashboards: Visual insights for management and performance tracking.

##### **Development Phases:**

1. Requirement Analysis – Identify data fields, user roles, and automation needs.
2. Object Creation – Create custom Salesforce objects for lease management.
3. Relationship Setup – Establish property–tenant–lease relationships.
4. Automation Design – Build workflows for renewal alerts and payment reminders.
5. Dashboard Implementation – Configure analytics for active leases, payments, and expirations.

6. Testing & Deployment – Test lease lifecycle scenarios and deploy final app.

**Reference:**

1. [https://trailhead.salesforce.com/](https://trailhead.salesforce.com/)
- 2.[https://developer.salesforce.com/docs/](https://developer.salesforce.com/docs/)
- 3.[https://www.naanmudhalvan.tn.gov.in/](https://www.naanmudhalvan.tn.gov.in/)