Project Design Phase

Proposed Solution

Date	02 November 2025
Team ID	NM2025TMID08819
Project Name	Lease Management
Maximum Marks	**2 Marks**

Proposed Solution

S.No.	Parameter	Description
1.	**Problem Statement (Problem to be solved)**	**In property and asset management, tracking lease agreements, renewals, and payments manually often leads to errors, missed deadlines, and poor communication between tenants and landlords.**
2.	**Idea / Solution Description**	**Develop a Salesforce-based Lease Management System that automates lease creation, reminders, and renewal workflows. It enables storing lease documents digitally, sets automatic notifications for expiry, and provides dashboards for tracking lease status and payments.**
3.	**Novelty / Uniqueness**	**Integrates CRM features with lease automation, providing a 360° view of customers and contracts. The system leverages Salesforce's automation tools (Flow, Process Builder) and analytics to improve decision-making and operational efficiency.**
4.	**Social Impact / Customer Satisfaction**	**Helps tenants and landlords maintain transparency, reduces disputes, and saves time. Improves overall trust and**

		communication through real-time updates and digital records.
5.	**Business Model (Revenue Model)**	**The system can be deployed as a subscription-based service for property management firms, enabling revenue through SaaS models, customization services, and maintenance contracts.**
6.	**Scalability of the Solution**	**The system can be expanded to handle large property portfolios, integrate payment gateways, and include AI-based predictive lease analytics for smarter decision-making.**

Solution Description:

The Lease Management System under Naan Mudhalvan provides an end-to-end digital solution for managing lease operations efficiently. Built on Salesforce CRM, it replaces manual spreadsheets and paperwork with an automated workflow.

Users can create lease agreements, track payment schedules, and get automatic reminders before lease expiry. The system ensures data accuracy, improves transparency between tenants and property owners, and provides visual insights through real-time dashboards.

This solution enhances user experience, improves accountability, and serves as a scalable and cost-effective approach for modern property management systems.