

## 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>2 Marks</b>

#### Purpose:

- ☐ Simplify and automate the lease agreement process for real estate and property management using Salesforce CRM.
- ☐ Track, manage, and renew leases efficiently with reminders and digital documentation.
- ☐ Reduce manual paperwork and ensure transparency between lessor and lessee.
- ☐ Enable real-time monitoring of lease statuses, payments, and expirations.
- ☐ Support smart decision-making through analytics and integrated dashboards.

#### Problem – Solution Fit Template:

The Lease Management System developed under Naan Mudhalvan aims to solve the difficulties faced in manual lease tracking and document handling. Property managers and tenants often struggle with missed renewals, unorganized records, and poor communication. Using Salesforce, this system centralizes all lease-related data, automates notifications, and improves customer engagement. It ensures data accuracy, faster access to documents, and smoother collaboration between stakeholders. This project not only reduces operational delays but also enhances transparency and accountability in property management workflows.

#### Template:



**References:**

1. <https://trailhead.salesforce.com/>
2. <https://www.salesforceben.com/>
3. <https://www.naanmudhalvan.tn.gov.in/>