

H.H THE RAJAH'S COLLEGE
PUDUKKOTTAI – 622 001

DEPARTMENT OF MATHEMATICS

NAAN MUDHALVAN – SMART BRIDGE PROJECT

PROJECT TITLE

Property Management Application Using Salesforce

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INTRODUCTION

A Property management application built on the Salesforce platform can offer a wide range of benefits to property managers, landlords and tenants. Salesforce is a cloud-based platform that provides a powerful suite of tools for managing business processes and creating custom applications.

1.1 OVERVIEW

Salesforce is a customer relationship management (CRM) platform that enables businesses to manage their sales, customer service, marketing and other business processes. It is a cloud-based platform that offers a wide range of functionalities that can be customized to meet the unique needs of different businesses.

Overall, a property management application built on Salesforce can help property managers streamline their processes, improve communication with tenants and increase efficiency. It can also provide valuable insights into the performance of their properties, allowing them to make data-driven decisions.

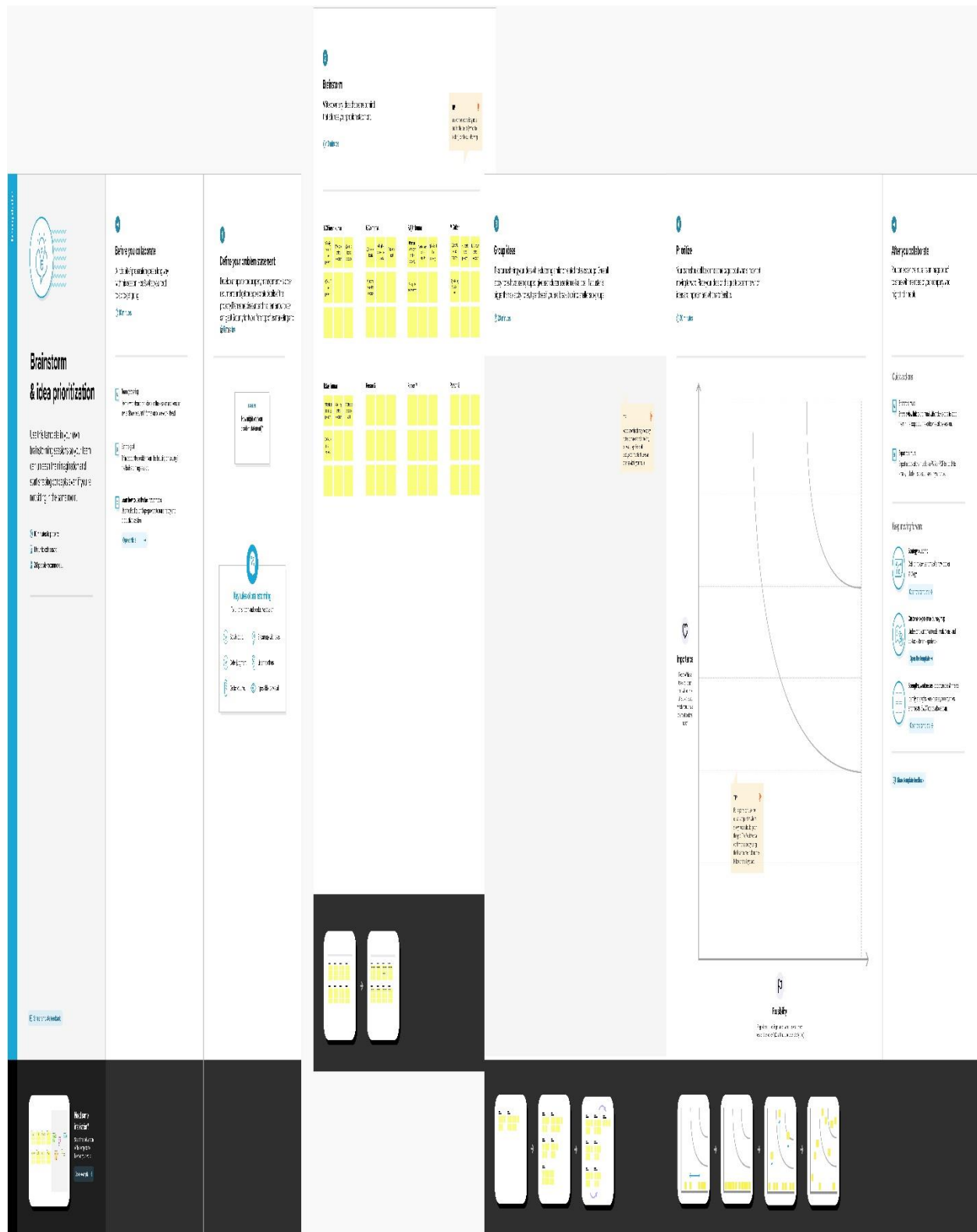
1.2 PURPOSE

The purpose of a property management application using salesforce is to help property managers and real estate professionals efficiently manage their properties and tenants using salesforces robust customer relationship management platform. With a property management application built on salesforce users can help real estate professionals increase efficiency, improve tenant satisfaction and ultimately grow their business.

2.1 EMPATHY MAP:

4

2.2 IDEATION & BRAIN STORMING MAP :



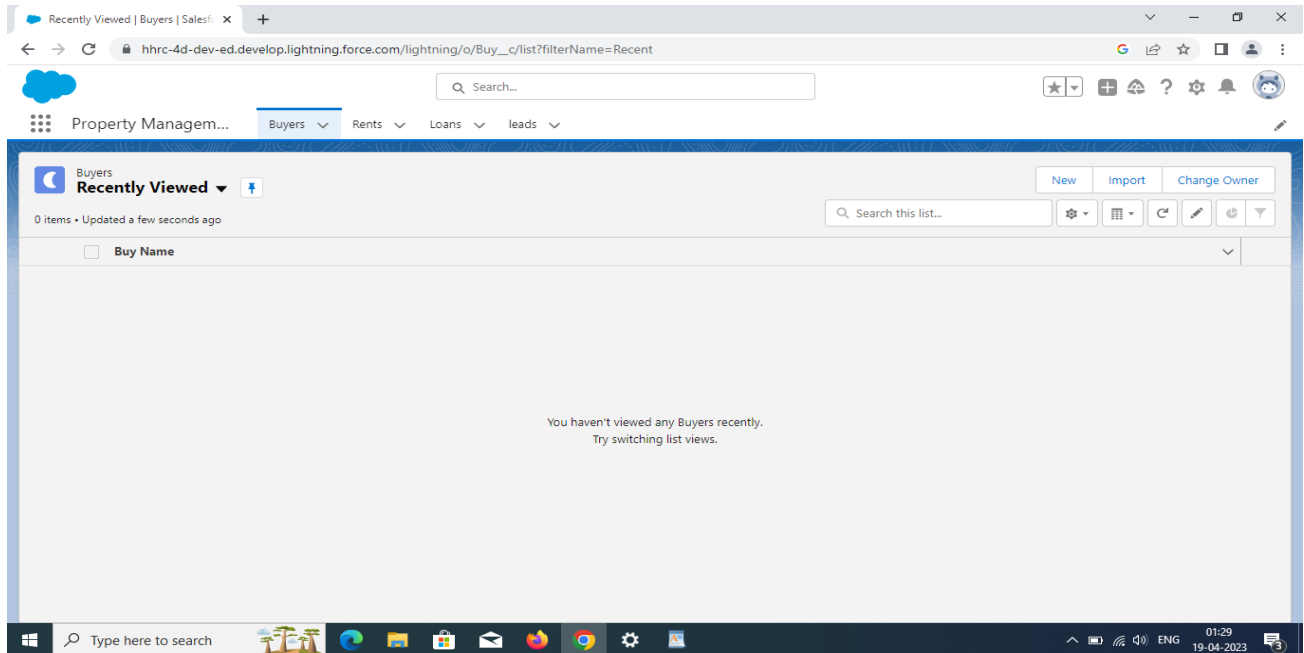
3. RESULT :

DATA MODEL:

Object name	Fields in the Object	
Object 1 Buy	Field label	Data type
	Property Type	Picklist
	Discount	Percent
	State	Picklist
	City	Text(80)
Object 2 Rent	Field label	Data type
	Rent	Auto Number
	Rental City	Text(80)
	BHK type	Picklist
Object 3 Loan	Field label	Data type
	Loan Id	Auto Number
	Interest Rate	Currency(18,0)
	Term	Number(18,0)
	Annual Loan	Number(18,0)
	Total Loan Instalments	Number(18,0)
	Loan Repayment	Number(18,0)
	Loan Amoun	Formula(percent)

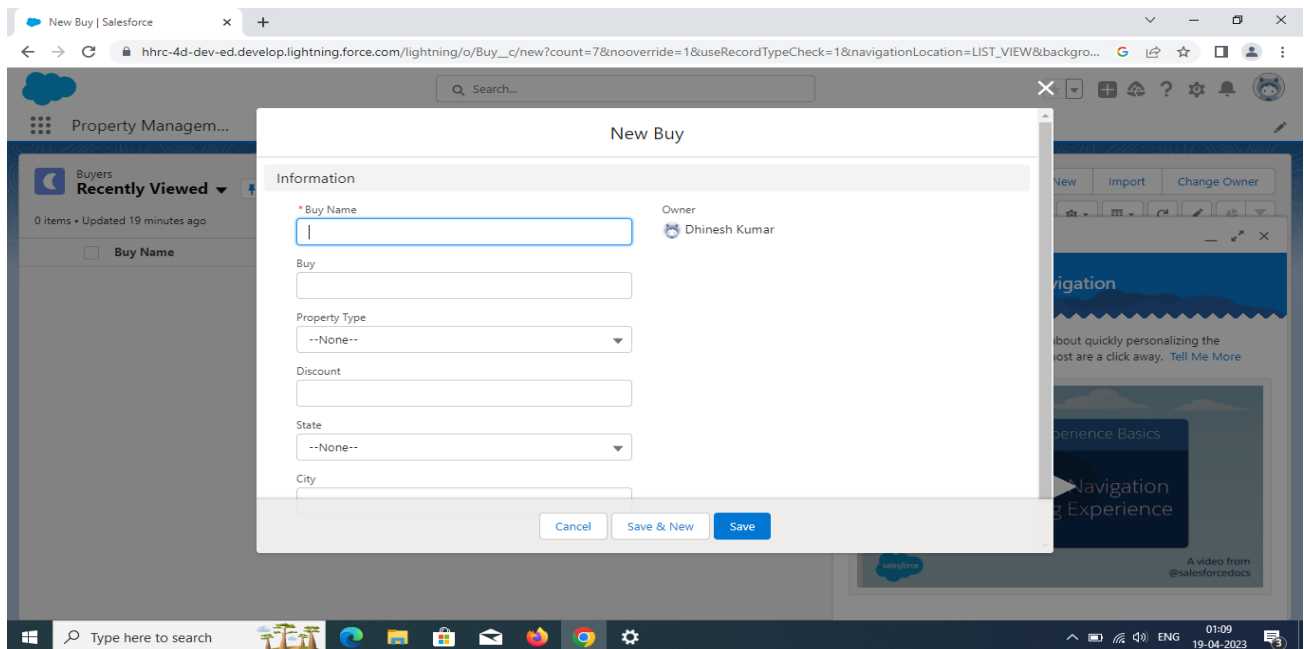
3.2 Activity & Screenshot

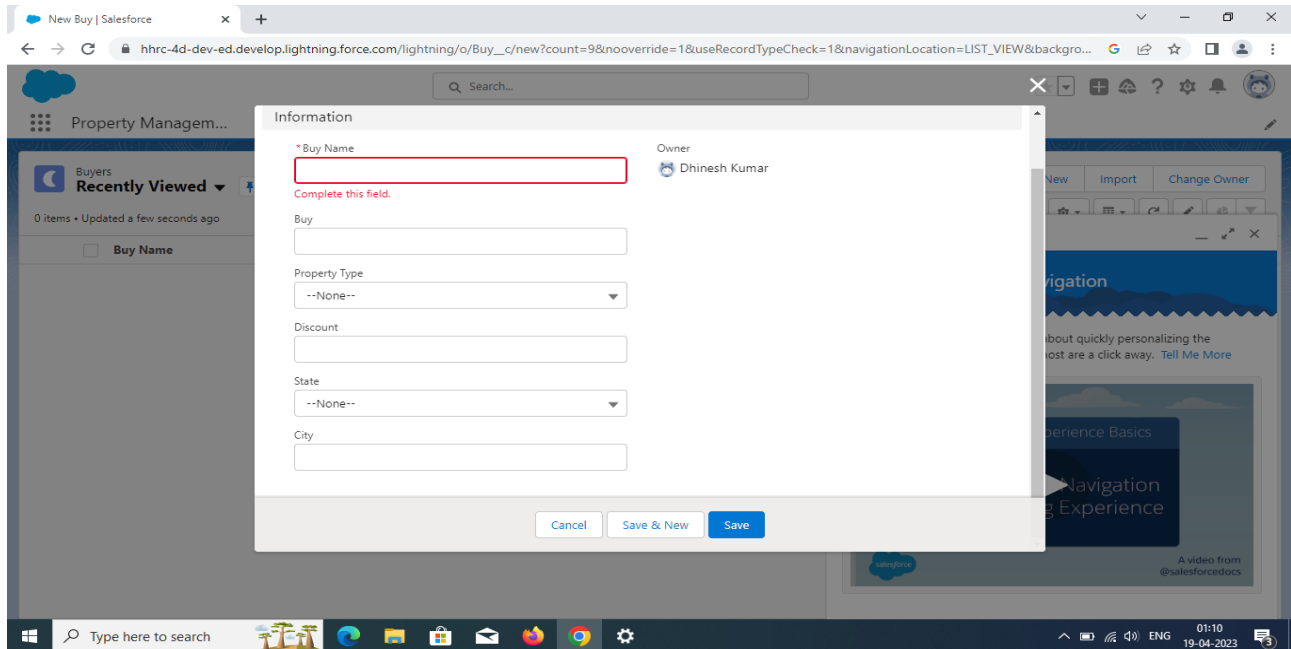
Property Management APP



Over all

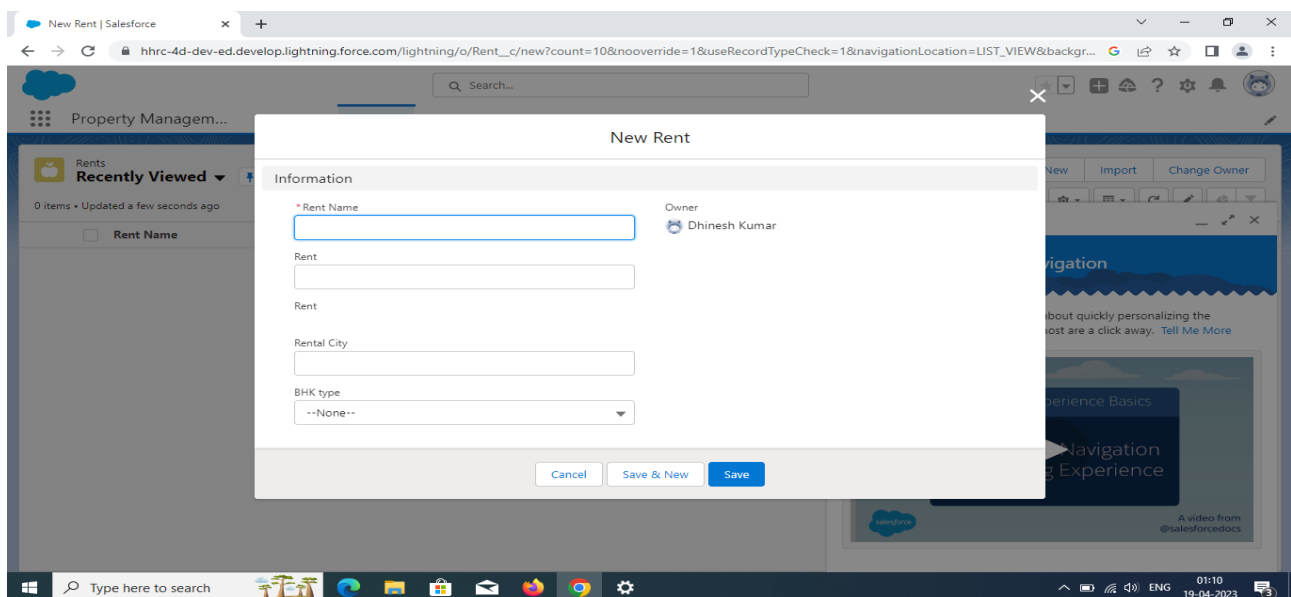
Object 1: Buy





A custom “Buy” Object could be used to track purchasing activity related to customers or vendors.

Object 2: Rent



A custom “Rent” Object could be used to track rental activity related to customers or assets.

Object 3: Loan

The screenshot shows the Salesforce 'New Loan' form with the 'Information' tab selected. The form includes the following fields:

- * Loan Name (text input)
- Owner (dropdown menu showing 'Dhinesh Kumar')
- Loan (text input)
- Loan Id (text input)
- Intrest Rate (text input)
- Term (text input)
- Annual Loan (text input)

At the bottom of the form, there are buttons for 'Cancel', 'Save & New', and 'Save'. A small text label 'Total Loan Instalments' is visible at the bottom left of the form area.

The screenshot shows the Salesforce 'New Loan' form with the 'Details' tab selected. The form includes the following fields:

- Loan Id (text input)
- Intrest Rate (text input)
- Term (text input)
- Annual Loan (text input)
- Total Loan Instalments (text input)
- Loan Repayment (text input)

At the bottom of the form, there are buttons for 'Cancel', 'Save & New', and 'Save'.

A custom “Loan” Object could be used to track lending activity related to customers or financial products.

4. Trailhead Profile Public URL

Team Leader - <https://trailblazer.me/id/kumar12345>

Team Member 1 -<https://trailblazer.me/id/abimg>

Team Member 2 -<https://trailblazer.me/id/aajithkumar5>

Team Member 3 -<https://trailblazer.me/id/mmgukan>

Team Member 4 -<https://trailblazer.me/id/bkumar1138>

5 ADVANTAGES & DISADVANTAGE

Advantages:

Advantages of using salesforce for property management application;

- ❖ **Customizable:** salesforce is highly Customizable ,which means that a porperty management application built on it can be tailored to meet the specific needs of your business.
- ❖ **Scalable:** salesforce can scale with your business as it grows , allowing you to add new features and functionalities as needed .
- ❖ **Centralized data:** salesforce provides a centralized data repository for all your property management data enabling easy access to data across departments and locations .
- ❖ **Automation:** salesforce can automate many porperty management task including rentyal payment processing maintenance requests,and lease ,renewals ,reducing the workload on your porperty management team .

- ❖ **Collaboration:** Salesforce provides collaboration tools that enable your property management team to work together more efficiently , improving productivity and reducing the risk of errors .

Disadvantages:

Disadvantages of salesforce for property management application;

- ❖ **Coast:** salesforce can be expensive particularly if you require customization or additional features.
- ❖ **Complexity:** Salesforce is a complex platform that requires specialized knowledge to configure and customize. it may require hiring additional personnel or working with consultants to build your property management application.
- ❖ **Training:** your property management team require training on how to use salesforce which can be time -consuming and costly.
- ❖ **Integration:** integrating salesforce with other application or systems may require additional development work to third-party tools.
- ❖ **Limited industry - Specific features:** salesforce is a generic CRM system, so it may lack some of the specialized features that are specific to the property management industry.

6. APPLICATIONS

- ❖ Salesforce is a powerful platform that provides a wide range of tools and services for building custom applications. Here are some ways you could develop a property management application using Salesforce:
- ❖ **Build a custom application:** You can build a custom application using Salesforce's Lightning Platform. This platform provides a set of tools and services that allow you to create custom applications with drag-and-drop components, code, or both. You can create custom objects, fields, workflows, and other components that are specific to your property management needs.
- ❖ **Customize Salesforce's out-of-the-box functionalities:** Salesforce provides a wide range of standard functionalities that can be customized to suit your property management needs. For example, you can use Salesforce's standard objects such as Accounts, Contacts, and Cases to manage tenants, property owners, and maintenance requests.

7. CONCLUSION

In conclusion, Salesforce is a powerful platform for developing property management applications that can streamline various processes, enhance customer experiences, and increase business efficiency. By leveraging Salesforce's robust features and capabilities, property managers can automate key tasks such as tenant management, lease tracking, maintenance scheduling, and financial reporting.

Additionally, Salesforce offers a range of integrations and customization options that can be tailored to meet the specific needs of property management businesses. These include integration with third-party applications, custom workflows, and dashboards, and advanced reporting capabilities.

8. FUTURE SCOPE

The future scope of property management applications built on Salesforce is promising, as the platform continues to evolve and offer new features and integrations that can enhance the functionality of these applications.

One potential area of growth is the integration of artificial intelligence and machine learning capabilities into property management applications. This could include features such as predictive maintenance scheduling, intelligent lease management, and advanced analytics to identify trends and patterns in property data.

Another area of growth is the development of mobile applications that allow property managers and tenants to access key information and perform tasks on-the-go. With Salesforce's mobile development capabilities, developers can create mobile applications that provide a seamless user experience and enable users to access real-time information from anywhere.