Project Design Phase

Problem – Solution Fit Template

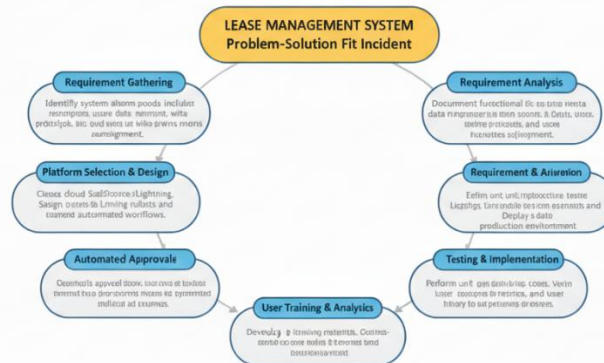| Date	November 2, 2025
Team ID	NM2025TMID03296
Project Name	Lease Management System
Maximum Marks	2 Marks

Problem – Solution Fit Template

The Problem–Solution Fit simply means that you have found a problem with your customer and that the solution you have realized for it actually solves the customer's problem. It helps entrepreneurs, marketers, and corporate innovators identify behavioral patterns and recognize what would work and why.

Purpose

❑ Solve complex problems in a way that fits the state of your customers.

❑ Succeed faster and increase your solution adoption by tapping into existing mediums and channels of behavior.

❑ Sharpen your communication and marketing strategy with the right triggers and messaging.

❑ Increase touch-points with your company by finding the right problem-behavior fit and building trust by solving frequent annoyances, or urgent or costly problems.

❑ Understand the existing situation in order to improve it for your target group.

Template

☐ LEASE MANAGEMENT SYSTEM - Problem-Solution Fit Template

References

1. https://www.ideahackers.network/problem-solution-fit-canvas/

2. https://medium.com/@epicantus/problem-solution-fit-canvas-aa3dd59cb4fe

The project **"Lease Management System"** addresses a significant challenge in the real estate and property management domain, where property owners and managers often rely on manual or disconnected tools to handle leases, tenants, and payments. This traditional approach leads to missed rent payments, inconsistent data entry, delayed approvals, and lack of visibility into lease statuses. These inefficiencies affect financial accuracy, operational control, and communication between tenants and landlords.

The **Lease Management System**, developed on the **Salesforce Lightning platform**, provides an automated, centralized, and cloud-based solution for managing properties, leases, tenants, and payments. By utilizing **custom Salesforce objects**, **validation rules**, **approval workflows**, and **email notifications**, the system ensures accurate data handling and smoother operations. It enhances transparency, prevents errors such as invalid lease dates or missing records, and offers real-time dashboards and reports for better decision-making.

This solution streamlines the entire leasing process — from property listing to payment tracking — ensuring improved efficiency, accountability, and user satisfaction within enterprise environments.