

Project Design Phase

Problem–Solution Fit

Date	02 November 2025
Team ID	NM2025TMID04536
Project Name	Lease Management
Maximum Marks	5 Marks

Problem–Solution Fit

Managing lease agreements traditionally involves scattered data across spreadsheets or paper records. This leads to difficulties in tracking payments, lease renewals, and vacant properties, often causing financial loss and miscommunication.

To solve these problems, **Salesforce**, a robust CRM and automation platform, is used to create a centralized, automated, and easily accessible **Lease Management System**.

Key Problem Areas vs. Solutions:

Problem	Proposed Solution (Using Salesforce)
Manual tracking of lease details	Create custom objects (Property, Tenant, Lease, Payment) to store and manage lease data systematically.
Missed payments and renewals	Use Flows and Scheduled Apex Classes to send reminders automatically.
Lack of communication between owner and tenant	Build Email Templates and Email Alerts for notifications.
Data inconsistency	Apply Validation Rules and Lookup Fields to ensure relational integrity.
No approval or review process	Design an Approval Process for vacant property checks and renewals.
Limited insights into operations	Generate Salesforce Reports and Dashboards for visualization and decision-making.