

## **Project Design Phase**

### **Proposed Solution**

**Date:** 01 November 2025

**Team ID:** NM2025TMID05757

**Project Name:** Lease Management

**Maximum Marks:** 4

### **Proposed Solution Template**

| S.No. | Parameter                                   | Description  |
|-------|---|--|
| 1.    | Problem Statement<br>(Problem to be solved) | In real estate and asset leasing, managing leases manually or across disparate systems leads to inefficiencies, data errors, compliance risks, and difficulty tracking lease agreements.   |
| 2.    | Idea / Solution Description                 | A Salesforce-based lease management system that automates tracking of properties, tenants, payments, and leases. It leverages custom objects, validation rules, flows, and approval processes to streamline lease workflows and ensure data integrity. |
| 3.    | Novelty / Uniqueness                        | Integrates leasing processes into a single platform with native Salesforce tools, no external plugins, customizable for different asset types, and supports automated alerts, approvals, and reporting.  |
| 4.    | Social Impact / Customer Satisfaction       | Promotes accountability and transparency among property managers, tenants, and finance teams, reducing lease violations, missed payments, and errors that impact customer satisfaction.  |
| 5.    | Business Model<br>(Revenue Model)           | While not directly revenue-generating, the system saves administrative costs, reduces lease disputes, and enhances property utilization efficiency, delivering financial benefits indirectly.  |

|    |                             |   |
|----|-----------------------------|---|
| 6. | Scalability of the Solution | Can be extended to manage various asset classes beyond real estate, integrate role-based access controls for teams, support multinational lease regulations, and expand reporting capabilities. |
|----|-----------------------------|---|

## **Conclusion**

The "Lease Management" solution addresses critical gaps in lease and tenant data management by centralizing leases, payments, and tenant information on one platform. This reduces errors, enhances compliance with regulations, and improves communication between stakeholders. Automated workflows and validation rules ensure data accuracy and streamline lease lifecycle management, fostering better operational efficiency and tenant satisfaction. As a scalable solution, it can adapt to diverse organizational needs and asset portfolios.