

# IDEATION PHASE

## Define Problem Statement

Date	01 November 2025
Team ID	NM2025TMID06704
Project Name	LEASE MANAGEMENT SYSTEM
Maximum marks	2

### Problem Statement:

The goal of this project is to design and implement a robust lease management system using Salesforce. Implementing a Lease Management System using Salesforce aims to solve these issues by providing a centralized, automated, and scalable platform for tracking leases, streamlining approvals, maintaining compliance, and enhancing stakeholder communication.

This solution enables organizations to improve operational efficiency, reduce errors, enforce timely actions, and adapt quickly to changing market and regulatory requirements.

### Proposed Solution:

- Build custom objects for Lease, Tenant, and Property to capture all lease-related data.
- Configure roles and permissions for administrators, managers, and coordinators to control access and operations.
- Implement approval workflows and notifications to manage lease lifecycles smoothly.
- Design dashboards and reports for quick monitoring of active leases, renewals, and performance.

This solution makes lease management efficient, transparent, and easy to audit using Salesforce tools.