

PHASE 3 – PROJECT DESIGN PHASE

DATE	03 November 2025
TEAM ID	NM2025TMID06704
PROJECT NAME	LEASE MANAGEMENT SYSTEM
MAXIMUM MARKS	2 Marks

Problem–Solution Fit

Problem:

Manual and siloed lease management processes lead to inefficiencies, approval delays, missed lease expirations, and lack of visibility into lease statuses. This causes operational bottlenecks, tenant dissatisfaction, and compliance risks.

Solution:

A Salesforce-based lease management system automates workflows, centralizes lease, property, and tenant data using custom objects, and enables role-based access with multi-level approval processes. Automated notifications and dashboards provide real-time insights, improving process speed, accuracy, and transparency.

Problem–Solution Mapping:

Identified Problem	Proposed Solution
Manual lease tracking leads to errors and inefficiencies.	Use Salesforce custom objects to centralize data and automate workflows for accuracy and efficiency.
Lease approval delays and inconsistent workflows.	Implement automated multi-level approval processes and notifications to streamline approvals and reduce delays.
Missed lease expirations and renewal notifications.	Create scheduled flows and automated email alerts to notify users of upcoming lease expirations and renewals.
Lack of visibility into lease status and performance.	Provide interactive dashboards and detailed reports for real-time monitoring and insights.
Handling complex tenant and property relationships manually.	Define and enforce role-based permissions and access controls within Salesforce.