Data Model

KEY
- Salesforce - Current
- Qube
- Salesforce - Proposed Change
- ....Future........

Estate
Current Pricing & Letting Notes
Current Resident Satisfaction Notes

Property

Building

Unit
PMS Reference (Qube Unit ID)
ERV (Sept annual ERV)
ERV Monthly (Sept ERV)
March 23 ERV
ERV Date
Passing Rent
Bedrooms (e.g. Studio)
Bathrooms
Internal Space GIA ft²
Unit Amenities
Unit Condition

Unit [Current Lease]

Diaries

Memo Notes

Lease History

Product

Price Book
Name (e.g. 04/2025 Price Book Rent, 03/2024 ERV)
Is Standard Price Book

Price Book Entry
Monthly Rent

Price Book
For Renewal
Month

End of Tenancy

Charges

Transactions

Tenant [Tenancy]

Parent Tenancy

Child Tenants
[Residents & Related Parties]

Parent Tenancy

Parent / Child Tenancy

Tenancy [Contract]
PMS Reference [Qube Tenancy ID]
Parent Tenancy ID
Tenancy Type (New, Renewal, MTC, Parent)
Tenancy Status
Agreement Type (e.g. AST, Live Work)
Tenancy Start Date
Tenancy Term (months)
Tenancy End Date
Actual Move Out Date
Effective End Date
Monthly Rent
Uplift
Renewal Denied (Boolean)
Evict (Boolean)
Arrears Balance (Currency)
Next Rent Review Date

Agreement (Document Version)

Opportunity
Renewed From (Opportunity)
Stage (e.g. Closed Won)
Tenancy Type (New / Renewal)
PMS Reference (Qube Tenancy ID)
Record Type (New, Renewal, MTC)
Agreement Type (e.g. AST)
Move In Date
Tenancy End Date
March ERV
September ERV
PM Review Required
AM Review Required
Renewal Decision (e.g. Approved)
Blocker Detail
Blocker Outcome
Blocker Resolved

Offers
Status
Monthly Rent
Payment Periodicity (e.g. Monthly)
Break Clause
Term
Tenant Counteroffer Rent
Tenant Counteroffer Term
Tenant Counteroffer Comments
Renewals Suggested Price
Renewals Comments
AM Approval Status
AM Approved Price
AM Approval Comments

Tenancy Payment Schedule

Parent Tenancy Contact Roles
[Contract Contact Roles – not used]

Account
Role
Start Date
End Date
Active

Opportunity Contact Roles

Contact

Account
Parent Account
Account Record Type (e.g. Company)
Qube Tenant ID (Future?)
Relationship Status (Blacklist / Watchlist)

Authorisation (incl. DD Schedules)

Payment Schedule

Payment

Refund

Right To Rent