

Project Design Phase

Proposed Solution

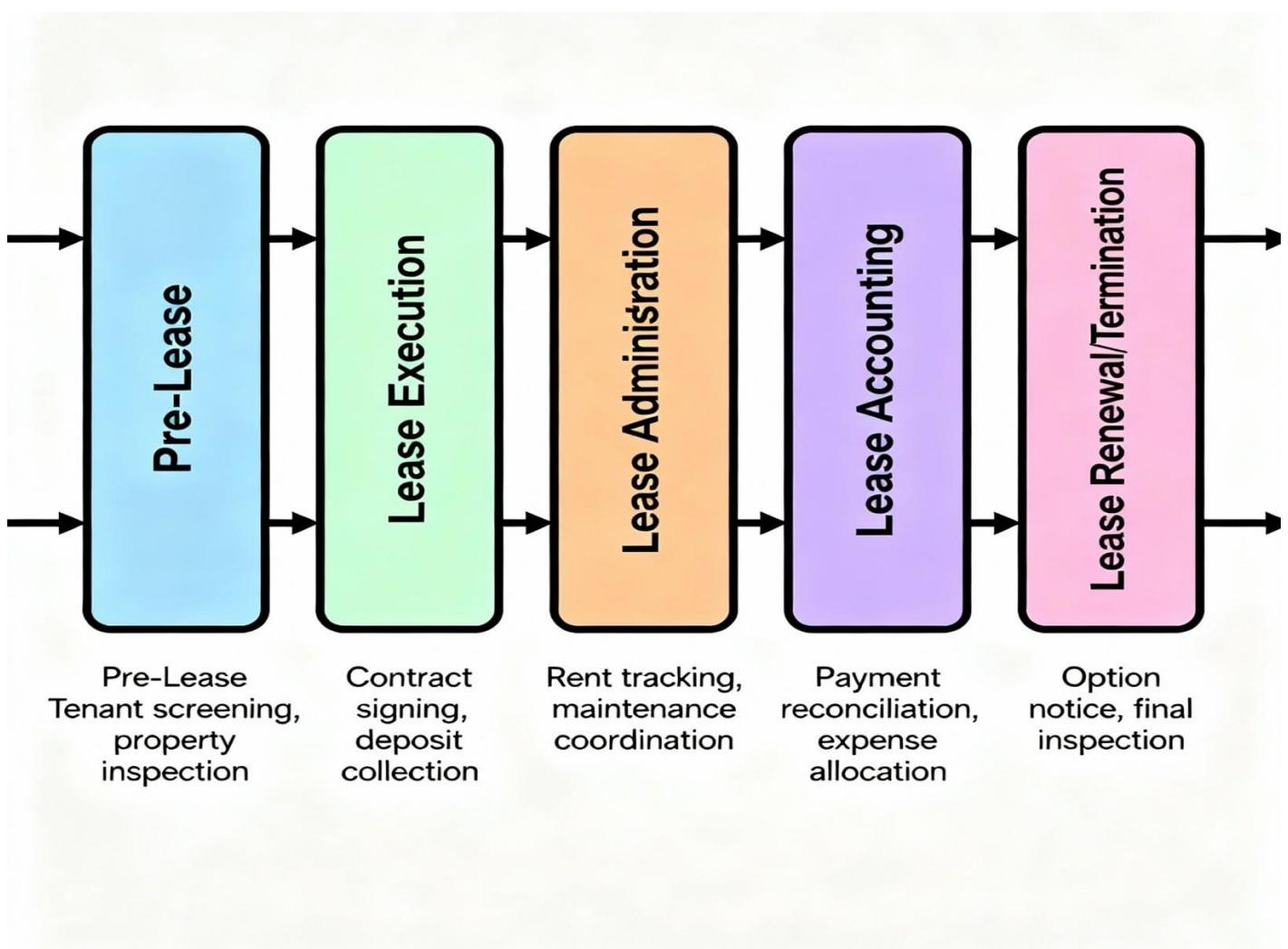
DATE	01/11/2025
TEAM ID	NM2025TMID07701
PROJECT NAME	Lease Management
MAXIMUM MARKS	2 MARKS

Proposed Solution Template:

Parameter	Description
Problem Statement (Problem to be solved)	Many organizations face challenges in tracking property leases, payment schedules, renewals, and compliance. Manual management often results in missed deadlines, errors, and inefficient data handling.
Idea / Solution Description	Implement a Lease Management System in Salesforce to centralize all lease information. The solution automates lease tracking, reminders for renewals, rent payments, and document management through Salesforce workflows, dashboards, and reports.
Novelty / Uniqueness	The solution integrates lease management with CRM functionality, enabling real-time monitoring, notifications, and automated actions using Salesforce Flow and Lightning components—without the need for external tools.
Social Impact / Customer Satisfaction	Ensures timely lease renewals, prevents financial losses, and enhances transparency for property owners and tenants. It improves user satisfaction through automated alerts and easy access to lease records.
Business Model (Revenue Model)	While not directly revenue-generating, it reduces operational costs by automating manual tasks, minimizing data errors, and improving overall business efficiency for property management teams.
Scalability of the Solution	The solution can be extended to handle multiple property types (commercial, residential), integrate with payment gateways, and include AI-based insights for predictive lease management and rent forecasting.

Solution Description

The proposed **Lease Management Solution** is developed using the Salesforce platform to automate and streamline all lease-related activities within an organization. The system centralizes lease records, tenant details, payment schedules, and contract documents in one place, ensuring easy access and improved accuracy. Using Salesforce's automation tools such as **Flows, Process Builder, and Validation Rules**, the solution automatically sends alerts for rent due dates, lease expirations, and renewal reminders. Dashboards and reports provide real-time insights into lease performance, occupancy rates, and payment status, enabling better decision-making.



CONCLUSION:

Effective lease management plays a crucial role in optimizing the use of leased assets, reducing costs, and ensuring legal compliance. It helps organizations maintain accurate records, monitor lease terms, and make informed financial decisions. By implementing systematic lease management practices—supported by digital tools and clear communication—businesses can improve transparency, minimize risks, and enhance operational efficiency. In essence, well-structured lease management not only ensures smooth landlord–tenant relationships but also contributes to long-term financial stability and strategic growth.

Reference:

Accurint – Lease Administration & Accounting Software

- <https://www.accruent.com/solutions/lease-administration-software> Capterra
 - Best Lease Management Software 2025
- <https://www.capterra.com/lease-management-software>