Problem – Solution Fit Template

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

Problem – Solution Fit

Definition:

The Problem–Solution Fit identifies customer pain points and matches them with a viable Salesforce-based solution.

Purpose:

- **Identify customer/business challenges clearly.**

- **Design a Salesforce solution that directly addresses user needs.**

- **Ensure that your idea is both feasible and impactful.**

Template:
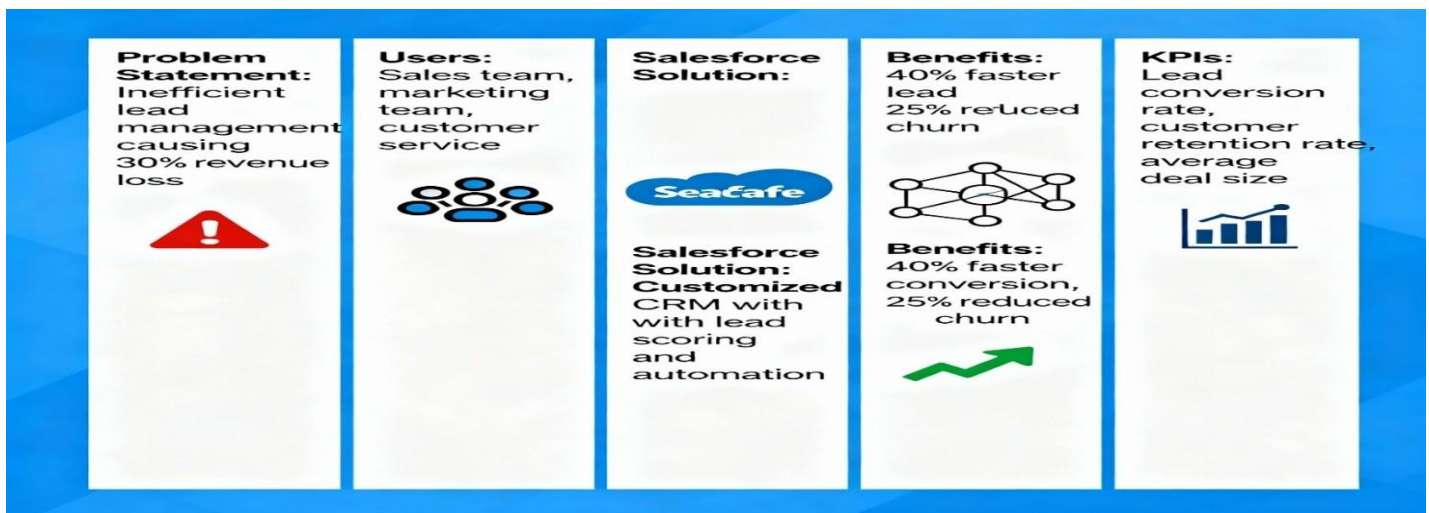
Example:

Problem: Sales team struggles with tracking customer interactions.

Solution: Implement Salesforce Sales Cloud with automation and dashboards.

Reference: Salesforce Trailhead – Problem Solving with CRM

Refrences

Visual Lease – Lease Management Guide

☐ **https://visuallease.com/the-necessary-steps-to-improve-lease-management-practices**

Leasecake – Lease Administration Best Practices

☐ **https://leasecake.com/blog/lease-administration**

In a lease management system, parameters are the key variables or criteria used to control, monitor, and evaluate system performance and processes. These parameters define how the system behaves and help ensure that all leasing activities—such as renewals, terminations, payments, and tenant records—are handled accurately. Common parameters include lease start and end dates, rent amount, payment frequency, deposit details, tenant information, and maintenance schedules. By setting these parameters correctly, the system can automate reminders, validate data, and generate accurate financial and compliance reports.