

# PROJECT DESIGN PHASE

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Project Name	LEASE MANAGEMENT
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## 1. Problem Overview:

Property and lease management often involve manual tracking of tenant data, rent payments, lease periods, and approvals. This leads to inefficiency, data inaccuracy, and delayed communication between property owners and tenants.

### Key Issues Identified:

- Rent payments are tracked manually with no reminder mechanism.
- No automated way to approve or reject tenant requests.
- Tenants lack payment confirmation notifications.
- Property managers spend excessive time maintaining multiple records manually.

## 2. Problem-Solution Alignment:

Problem	Proposed Salesforce-Based Solution
Manual record handling and scattered data	Centralized database using Salesforce Custom Objects (Property, Tenant, Lease, Payment)
No rent reminder system	Scheduled Apex Class for monthly payment reminders
No approval workflow	Automated Approval Process for tenant leave requests
Lack of communication	Classic Email Templates integrated with Flows and Triggers
Missing validation controls	Validation Rules and Triggers to maintain data accuracy

### **3. Fit Justification**

The **Salesforce Lease Management System** directly addresses every identified gap:

- Salesforce automation tools (Flows, Apex, and Approval Processes) replace manual steps.
- Email and notification features ensure timely communication.
- The cloud-based system improves accessibility, scalability, and reliability.
- The result is a fully automated, error-free, and efficient lease management ecosystem.

### **4. Expected Outcome**

- Faster and more accurate rent collection.
- Seamless approval workflow for tenants and property managers.
- Automatic communication system with minimal manual intervention.
- End-to-end visibility and reporting for administrators.