

IDEATION PHASE

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Project Name	LEASE MANAGEMENT
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1. Brainstorming

The goal of this brainstorming session was to identify key challenges in the current property and lease management process and propose technology-driven solutions using Salesforce.

Problems Identified:

- Manual rent tracking and delayed reminders.
- Inefficient communication between property owners and tenants.
- No automated system for lease renewal or tenant exit approvals.
- Lack of centralized data for property, tenants, and payments.
- Missed rent follow-ups due to human dependency.

Ideas Generated:

1. Create Salesforce **Custom Objects** for Property, Tenant, Lease, and Payment.
2. Build a **Record-Triggered Flow** to send automatic rent payment confirmation emails.
3. Design an **Approval Process** for tenant leave or vacating requests.
4. Create **Email Templates** for monthly payment reminders and approval notifications.
5. Use an **Apex Scheduler** to automate monthly rent reminder emails.
6. Add validation rules to maintain data accuracy for lease dates.
7. Enable detailed reporting using Salesforce dashboards for rent collection and property status.

2. Idea Generation Summary:

Idea	Description	Tools/Features Used
Automated Rent Reminders	Automatically remind tenants via email on rent due dates	Flow + Apex Scheduler
Tenant Approval Process	Approve or reject tenant leave requests	Approval Process + Email Alerts
Real-Time Tracking	Track payment and lease data in real time	Custom Objects + Reports
Monthly Notifications	Send rent reminder on the 1st of every month	Scheduled Apex
Payment Confirmation	Notify tenant once rent is paid	Record-Triggered Flow

3. Idea Prioritization:

Priority	Idea	Reason
High	Rent reminder automation	Core functionality – improves efficiency
High	Tenant leave approval process	Reduces manual communication
Medium	Dashboard reports	Useful for analytics
Low	Integration with payment gateways	For future scalability