Problem-Solution Document

Date	3 August 2025
Team ID	LTVIP2025TMID30830
Project name	Lease management
Maximum Marks	

Problem Statement:

Traditional lease management in property firms is often handled through **manual processes**, including spreadsheets, emails, and disconnected tools. These outdated methods result in:

- Missed deadlines for lease renewals and rent payments

- Data entry errors and duplicate property-tenant assignments

- Lack of workflow automation and approval control

- Poor communication with tenants

- No real-time visibility into lease status and performance

These challenges contribute to **reduced efficiency**, **operational risks**, and **low tenant satisfaction**, highlighting the urgent need for a modern, integrated solution.
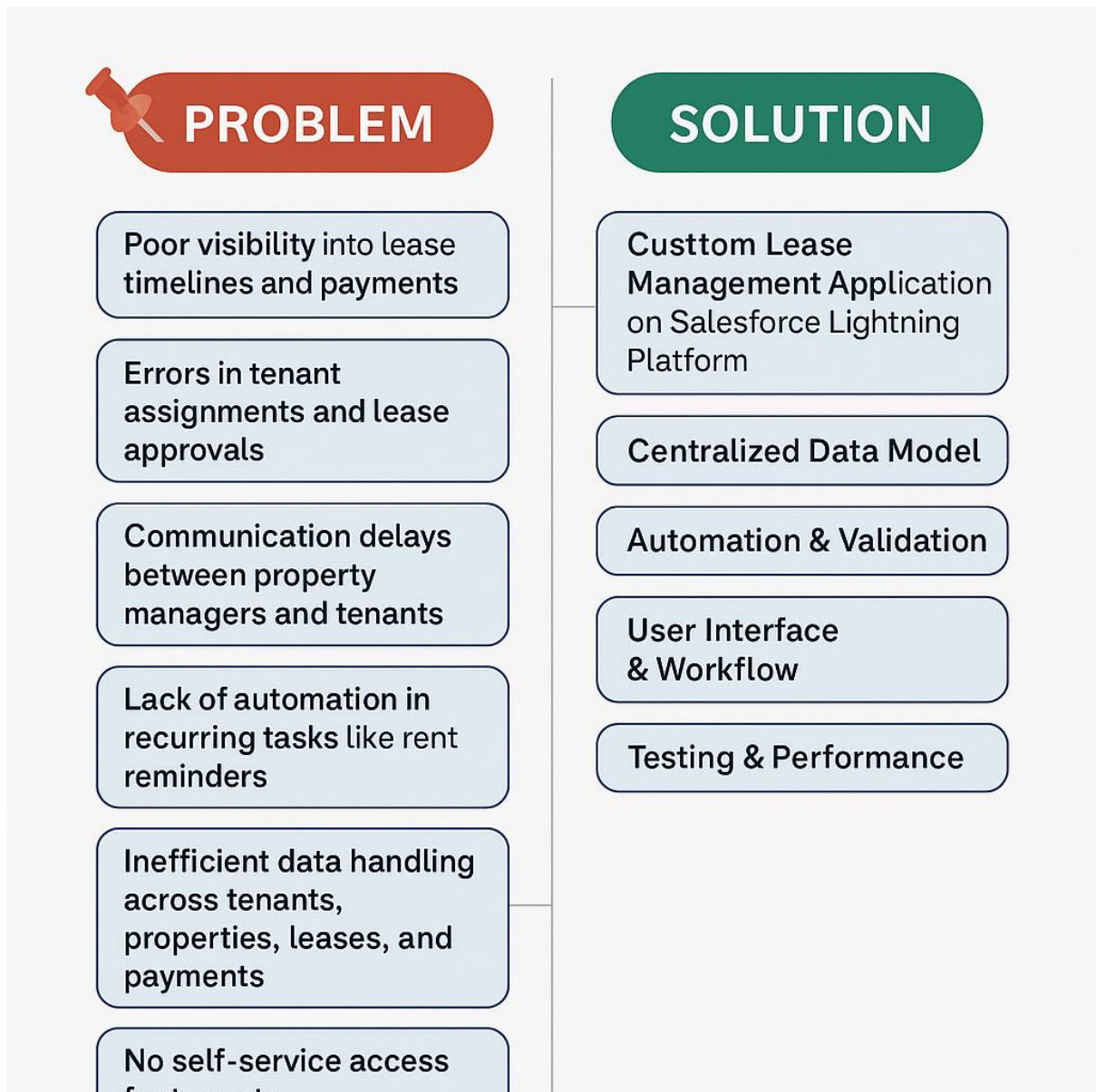
Solution – Salesforce-Based Lease Management System:

To solve these challenges, a custom Salesforce Lightning App was developed to fully digitize and automate the lease management process. The solution includes:

- 📌 **Custom Salesforce Objects:** Property, Tenant, Lease, and Payment – to structure and store all relevant data**.**

- 🔐 **Validation Rules:** Ensure data accuracy (e.g., lease end date must be after the start date).

- 🔁 **Apex Triggers:** Prevent assigning multiple tenants to a single property.

- 📧 **Email Templates & Scheduled Jobs:** Automate rent reminders, approval notifications, and payment confirmations**.**

- 👤 **Approval Workflows**: Handle lease request approvals and rejections through automated flows.

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PROBLEM

- Poor visibility into lease timelines and payments
- Errors in tenant assignments and lease approvals
- Communication delays between property managers and tenants
- Lack of automation in recurring tasks like rent reminders
- Inefficient data handling across tenants, properties, leases, and payments
- No self-service access for tenants

SOLUTION

- Custtom Lease Management Application on Salesforce Lightning Platform
- Centralized Data Model
- Automation & Validation
- User Interface & Workflow
- Testing & Performance

This solution results in:

- Reduced manual effort and errors
- Faster processing and communication
- Improved visibility and control
- A scalable system ready for future enhancements like payment integration and tenant portals

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CONCLUTION:

The Lease Management Project effectively addresses the critical issues faced in traditional lease handling by delivering a **centralized, automated, and intelligent system** built on the Salesforce platform. It solves key challenges such as manual data entry, missed deadlines, inconsistent communication, and lack of real-time tracking.