

Project Design Phase Proposed Solution Template

Date	25 JUNE 2025
Team ID	LTVIP2025TMID30830
Project Name	Lease Management
Maximum Marks	

Proposed Solution Template:

S.No.	Parameter	Description
1.	Problem Statement (Problem to be solved)	Organizations managing multiple leases face challenges due to decentralized data, manual tracking of lease terms, missed deadlines, and compliance issues. Current methods (Excel, email, paper) are inefficient, error-prone, and lack real-time insights.
2.	Idea / Solution description	Implement a centralized Lease Management System using Salesforce. This system will manage lease lifecycles, automate alerts for critical events (renewals, escalations), integrate document management, and provide dashboards for decision-making.
3.	Novelty / Uniqueness	Unlike legacy systems, this solution leverages Salesforce's automation, cloud access, customizable workflows, and integration capabilities. It offers scalability, mobile access, and seamless collaboration between departments in one unified platform.
4.	Social Impact / Customer	By reducing administrative burden and improving accuracy, the solution enhances employee productivity and customer trust. It ensures timely lease compliance, reducing <u>financial and legal risks for all stakeholders</u> .
5.	Satisfaction Business Model	The system can be offered as a SaaS solution to real estate firms, property managers, and enterprise customers. Revenue generated via licensing, implementation services, customization, and support packages.

	(Revenue Model)	
6.	Scalability of the Solution	Built on Salesforce, the solution can easily scale across geographies, departments, and property portfolios. It supports additional modules (e.g., asset tracking, vendor management) and can integrate with ERP and e-signature platforms.

Solution Overview:

The solution will be a cloud-based lease management platform that:

- Centralizes lease contracts and related documents •

Automates lifecycle tracking and alerts

- Streamlines workflows for renewals, payments, and approvals
- Ensures financial compliance and reporting
- Offers dashboards and analytics for real-time insights

Technology Stack:

Layer Tools/Technologies

Frontend/UI React / Angular / Lightning Web Components
(Salesforce)

Backend Salesforce Platform / Node.js / .NET **Database**

Salesforce Objects / PostgreSQL / MongoDB

Cloud & Storage

MuleSoft / Boomi

Integration Layer

AWS / Azure / Google

Cloud REST APIs /

Reporting Power BI / Tableau / Salesforce Reports