10. FUTURE SCOPE

The Lease Management System developed on the Salesforce platform has strong potential for future enhancements and integrations. As the business grows, the system can be scaled and extended to offer additional features, improve automation, and integrate with third-party tools. Below are some of the key areas for future development:

1. Integration with External Payment Gateways

- Integration with payment systems like Razorpay, Stripe, or PayPal for automated rent collection and reconciliation.

2. Document Management & E-signatures

- Incorporate document generation (PDF lease contracts) and digital signatures using Salesforce integrations with tools like **DocuSign** or **Adobe Sign**.

3. Tenant Portal

- Develop a **tenant self-service portal** for online rent payments, lease renewals, and communication.

4. Advanced Analytics with AI

- Use Salesforce **Einstein Analytics** or **AI tools** to predict lease renewals, identify late payments trends, or suggest rental pricing strategies.

Facility & Maintenance Management

- Add modules for **facility management**, **maintenance requests**, and **service scheduling**.

Multi-property & Multi-location Support

- Scale the system to manage multiple properties across various cities or regions with localized compliance settings.

Chatbot or WhatsApp Integration

- Enable chatbots or integrate WhatsApp for tenant communication, rent reminders, and query handling.

By planning for these enhancements, the Lease Management system can evolve into a full-fledged **Property Management Suite**, offering both operational efficiency and tenant satisfaction.

11. APPENDIX

Source Code(if any)

Apex Trigger

```
trigger test on Tenant__c (before insert)
{
   if(trigger.isInsert && trigger.isBefore){
      testHandler.preventInsert(trigger.new);
   }
}
```

Apex Handler class

```
for (Tenant__c newTenant : newlist) {

                               if   (newTenant.Property__c   !=   null   &&
existingPropertyIds.contains(newTenant.Property__c)) {
         newTenant.addError('A tenant can have only one property');
      }
    }
  }
}
```

Apex Class

```
global class MonthlyEmailScheduler implements Schedulable {
   global void execute(SchedulableContext sc) {
      Integer currentDay = Date.today().day();
      if (currentDay == 1) {
         sendMonthlyEmails();
      }
   }

   public static void sendMonthlyEmails() {
      List<Tenant__c> tenants = [SELECT Id, Email__c FROM Tenant__c];
      for (Tenant__c tenant : tenants) {
         String recipientEmail = tenant.Email__c;
         String emailContent = 'I trust this email finds you well. I am writing to
remind you that the monthly rent  is due Your timely payment ensures the
smooth functioning of our rental arrangement and helps maintain a positive
living environment for all.';
```

```
        String emailSubject = 'Reminder: Monthly Rent Payment Due';
                        Messaging.SingleEmailMessage    email    =    new
Messaging.SingleEmailMessage();
        email.setToAddresses(new String[]{recipientEmail});
        email.setSubject(emailSubject);
        email.setPlainTextBody(emailContent);
                                        Messaging.sendEmail(new
Messaging.SingleEmailMessage[]{email});
    }
  }
}
```

Dataset Link:

https://www.kaggle.com/code/azratuni/lease-document-processing-analysis-leaseflow/input

GitHub & Project Demo Link :

https://github.com/gangavarapuradhika/Lease-Management