8. ADVANTAGES & DISADVANTAGES

Advantages of Lease Management in Salesforce

1. **Centralized Data Management**
   - o All lease-related data (tenants, leases, properties, and payments) are stored in one system for easy access and tracking.
2. **Automation of Lease Processes**
   - o Automates tasks such as payment reminders, lease renewals, and notifications, reducing manual effort and errors.
3. **Customizable and Scalable**
   - o Salesforce allows customization of objects, fields, flows, and automation as per specific business needs.
4. **Real-time Reporting & Dashboards**
   - o Easily generate reports and dashboards to track lease performance, payments, upcoming expiries, and more.
5. **Improved Communication**
   - o Integration with email and Chatter enhances communication between tenants, landlords, and internal teams.
6. **Mobile Accessibility**
   - o Salesforce's mobile app allows users to view and update lease information on the go.
7. **Security & Role-Based Access**
   - o Ensures only authorized users can view/edit data, protecting sensitive lease and tenant information.

Disadvantages of Lease Management in Salesforce

1. **Initial Setup Complexity**
   - o Setting up custom objects, flows, and reports requires admin or developer expertise.
2. **Licensing Cost**
   - o Salesforce can be expensive for small businesses, especially when scaling up with more users and customizations.
3. **Training Required**

- End-users (like property managers) may need training to fully use the system and understand Salesforce terminology.

4. **Dependency on Internet**
   - Being a cloud platform, Salesforce needs an active internet connection for access.

5. **Customization Limitations Without Code**
   - Some complex logic or automation requires Apex coding, which may need developer support.