

## I. INTRODUCTION

This Lease Management System project developed using salesforce(a cloud-based system). The main Objective/ Aim of this system, is to reduce the Consumption of Time, reducing the Redundancy etc. during maintaining the records of Hostel management. Separate divisions are provided to maintain the records of Building, Unit, Clients Details. Admin is the Superuser of this project. The proposed software will also reduce the clumsy paperwork, manual labour as well as communication cost.

Salesforce is a customer relationship management system widely used in business management but here we are using it for college management. Maintaining the relationship between college, students and faculties is the main moto of this project.

In the world of technology computers affect our lives in further ways than we probably are Apprehensive of. We've Computerized Management Systems maintaining the information of Lease and this LMS project shows all the working that's espoused by an Institution. It's delicate to prepare the homemade work to store the information about a Clients and Owner etc. so this LMS helps to store those types of information using salesforce. The System Lease Management System can be used to manage the data of all type of Building. It will support both stand alone and also networking environment. The system uses SALESFORCE TECHNOLOGY.

### MAIN MODULES OF THE SYSTEM

- **Admin Login:** The system is under supervision of admin who manages the all the Activity
- **User login/registration:** Users have to first register themselves to login into the system.
- **Add Building:** The system will provide this Functionality to Director different locations.

**Coordinator:** Coordinator will provide the pictures of building and unites of client's interest via email and schedule the meet with owner.

Create Lease Contract: LMS Provide the Digital Contract to the client and easily

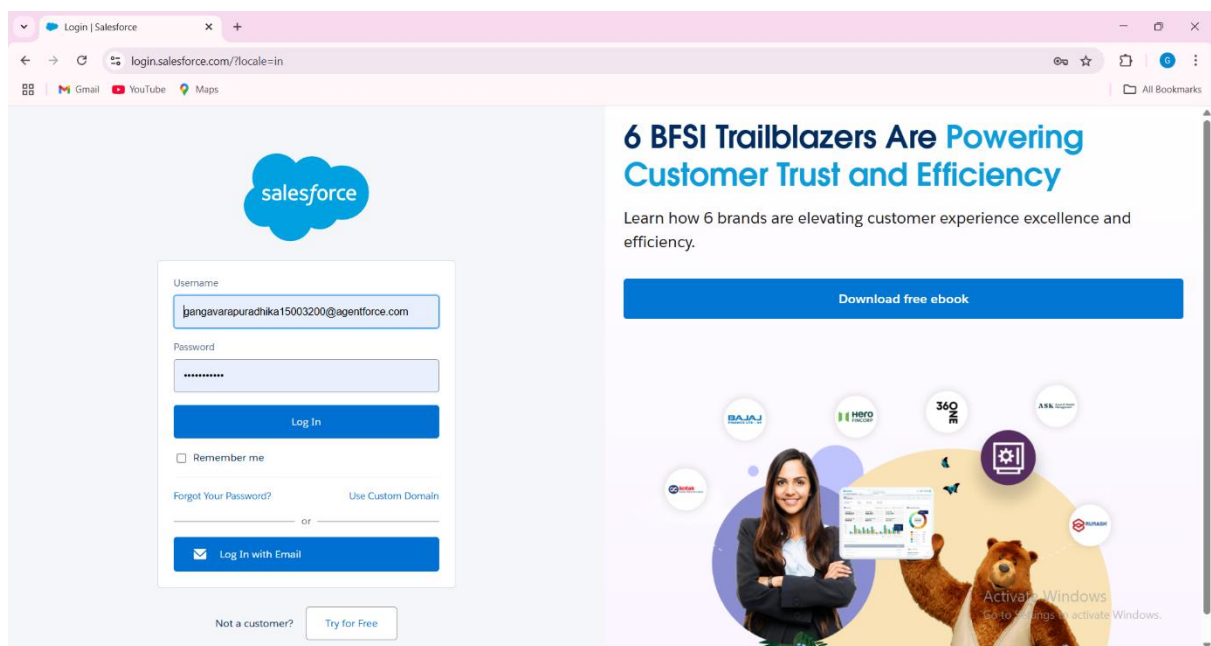
**Alerts :** LMS is Provide Alerts to clients using the various functionality of salesforce Platform.

**Feedback:** The system has a feedback form, where user can provide feedback into the system.

## WORKING

This Lease Management System (CMS) is composed of salesforce components using apex language and salesforce tools. Salesforce is a cloud service providers that offer free software as a Service (SaaS). Using any browser like Google Chrome, Mozilla Firefox, Opera mini, Safari, and Brave, the user can access this software. Administrator can add, edit, delete, and deactivate the processes, data and flows. Also, it can set, update/ change the settings for the profiles present in App.


### 3.1 Login Window



This is LOGIN PAGE. The registered user has to Enter the USERNAME and PASSWORD to enter in the org . The unregistered user has to click on the Log In option.

**Figure 1:** Login Window

In the REGISTRATION form the user has to fill details like First Name, Last Name, Email, etc



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Last Name\*  
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Select Country/Region

Postal Code\*  
Your postal code

Username\*  
jane@company.sandbox

Your username must be in the form of an email address (it does not have to be real). It must be unique and cannot be associated with another Salesforce login credential. [Read more about username recommendations.](#)

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**Figure 2:** Registration Window

## 2. IDEATION PHASE

### 2.1 Problem Statement

Organizations that manage properties or equipment on lease often face challenges in tracking lease agreements, tenant information, payment schedules, and lease renewals using manual or disconnected systems. This leads to data inconsistencies, missed payments, lack of centralized visibility, and poor tenant communication.

There is a critical need for a **centralized Lease Management System** built on the **Salesforce platform** to automate and streamline lease lifecycle processes. This includes managing tenant records, creating lease agreements, automating monthly rent invoicing, tracking payment status, handling lease renewals or terminations, and generating insightful reports.

The goal is to enhance operational efficiency, ensure timely payments, reduce manual workload, and provide better service to tenants—all within the robust and customizable Salesforce ecosystem.

### 2.2 Empathy Map Canvas

Category	Details
Who are we empathizing with?	Property Managers, Lease Administrators, and Tenants
What do they need to do?	- Manage lease agreements efficiently- Track rent payments and due dates- Handle lease renewals or terminations- Communicate clearly with tenants- Generate reports for lease tracking and compliance
What do they see?	- Disorganized lease data- Missed payment alerts- Complex manual processes- Multiple disconnected tools like Excel sheets or offline files
What do they say?	- "It's hard to track who paid and who didn't."- "Renewal deadlines often sneak up on us."- "I wish everything was in one system."- "Tenant communication takes too long."
What do they do?	- Use spreadsheets or manual files- Follow up on payments via calls or emails- Spend time manually updating lease records
What do they hear?	- Feedback from tenants on late reminders or errors- Management demands for accurate reports- Complaints about miscommunication
Pain Points	- Time-consuming data entry- Missed rent payments- Manual follow-ups and renewal tracking- Lack of real-time visibility
Gains	- Centralized lease data in Salesforce- Automated rent reminders- Easy-to-use dashboards- Efficient communication and tracking