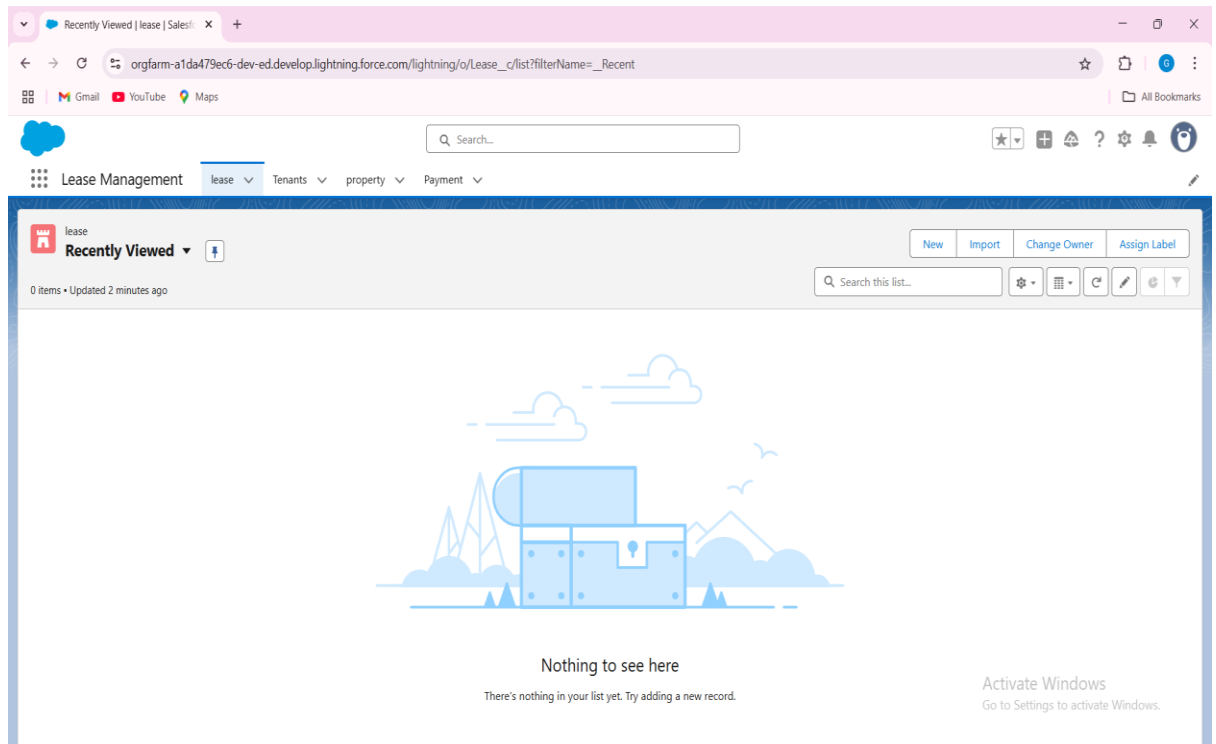# 7. RESULTS

7.1 Output Screenshots

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**
   - o End-users (like property managers) may need training to fully use the system and understand Salesforce terminology.
4. **Dependency on Internet**
   - o Being a cloud platform, Salesforce needs an active internet connection for access.
5. **Customization Limitations Without Code**
   - o Some complex logic or automation requires Apex coding, which may need developer support.

9. CONCLUSION

The Lease Management System built on the Salesforce platform provides an efficient and streamlined solution for managing lease-related operations. By leveraging Salesforce's powerful CRM and automation capabilities, the system simplifies the tracking of tenants, properties, leases, and payments within a centralized environment.

The project successfully demonstrates how organizations can replace manual, disconnected methods with a digital platform that offers automation, real-time data access, security, and scalability. With features like automated reminders, real-time dashboards, and customizable flows, property managers and leasing agents can improve decision-making, ensure compliance, and enhance tenant relationships.

Despite initial setup complexity and cost considerations, the long-term benefits of automation, centralized management, and improved operational efficiency make this solution a valuable investment for any lease-based business.

This Lease Management solution not only meets current business needs but also lays a strong foundation for future growth and integration with other business systems.