

IDEA GENERATION & PRIORITIZATION

Date	02 November 2025
Team ID	NM2025TMID03695
Project Name	Lease Management System
Maximum Marks	4 Marks

Lease Management System Template

The **Lease Management System** is a Salesforce-based application designed to automate and simplify lease operations for properties, tenants, and rental payments. The project aims to provide an efficient, cloud-based solution for managing lease agreements, payment tracking, document storage, and reporting within a unified platform.

Developed using Salesforce's low-code environment, the system utilizes **Custom Objects, Apex, Flows, Validation Rules, and Process Builder** to ensure accurate automation and secure data handling. The project demonstrates Salesforce's adaptability beyond CRM use cases—showcasing its potential to streamline property and lease management processes.

By integrating key functionalities such as **tenant management, property tracking, lease monitoring, payment handling, and automated alerts**, the system enhances user convenience and operational efficiency. This documentation outlines the project's objectives, design, development, and testing, highlighting the practical application of Salesforce in the real estate and asset management domains.

Step-1: Team Gathering, Collaboration and Select the Problem Statement:

TEAM GATHERING, COLLABORATION, AND SELECTING THE PROBLEM STATEMENT



Step 2: Brainstorming, Idea Listing, and Grouping

Idea Listing

A list of potential features and functionalities was compiled to meet the key requirements of a lease management process. The main ideas included:

- Maintaining tenant and property databases with lease details.
- Automating lease creation, renewal, and termination processes.
- Tracking rent payments and generating invoices.
- Sending automated notifications for payment reminders and lease expirations.
- Managing documents such as lease agreements and receipts.
- Providing real-time dashboards and reports for property and payment analytics.

Idea Grouping

After listing the ideas, similar concepts were grouped into the following functional modules:

1. **Tenant & Property Management Module** – Manages tenant details, property records, and associated lease data.
2. **Lease Tracking Module** – Handles lease creation, renewals, terminations, and automated workflows.
3. **Payment & Billing Module** – Automates rent payments, invoice generation, and financial tracking.
4. **Document Management Module** – Stores lease agreements, receipts, and related files securely.
5. **Reports & Analytics Module** – Generates visual reports and dashboards for real-time insights.

Step 3: Idea Prioritization

After the brainstorming and grouping process, ideas were prioritized based on **importance, feasibility, and business value**. The main objective was to develop the core functionalities first to establish a strong foundation for the system.

Each feature was evaluated for:

- **Business Value** – How crucial it is to the leasing process.
- **Technical Feasibility** – How easily it can be implemented using Salesforce tools.
- **Development Effort** – The time and resources needed for implementation.

From this assessment:

- **High-Priority Features:** Tenant & Property Management, Lease Tracking, and Payment & Billing — these formed the core functionality of the system.
- **Medium-Priority Features:** Document Management and Reports & Analytics — valuable for enhanced usability.
- **Low-Priority Features:** Automated Notifications, Feedback Collection, and Extended Integrations — scheduled for later phases.

This **prioritization strategy** ensured that the most critical operations were implemented first, resulting in a functional, efficient, and scalable Salesforce-based **Lease Management System**.