

Problem Solution-Fit

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Team ID	LTVIP2025TMID31361
Project Name	Lease Management

Problem–Solution Fit means you have:

1. Identified a real, meaningful problem that users face.
2. Created a solution that effectively solves that problem.

It's an early validation stage before building a full product — proving that your idea is worth investing in.

Why Problem–Solution Fit is Important

- You don't waste time building something nobody wants.
- It ensures your solution meets the real needs of your users.
- It helps get stakeholder buy-in by showing alignment between a problem and your proposed solution.
- It's a key part of design thinking and lean startup methodology.

Example:

- Problem: Landlords struggle with tenant tracking, missed payments, manual approvals.
- Solution: A Salesforce-based system that automates lease tracking, reminders, and validations.
- Fit: The system directly solves each pain point—improving efficiency and communication.

Problem–Solution Fit Checklist:

- ☐ Have I clearly defined the problem from the user's perspective?
- ☐ Is this problem urgent, frequent, or painful enough to solve?
- ☐ Does my solution address the root of the problem?
- ☐ Can I explain how the solution helps, with specific benefits?
- ☐ Can I identify who is facing this problem (target users)?

THE PROBLEM

Manual preparation - managing management

- Missed rent payments and follow-ups
- improper tracking of lease periods
- No real-time approval system for tenant move-outs.
- Delays in communication and email notifications

THE SOLUTION

A centralized Lease Management System: built on Salesforce that

- Stores and manages properties, tenants, leases, and payments
- Automates leave approvals, email reminders, and validations
- Sends monthly rent alerts and payment confirmations
- Prevents property duplication via business logic (Apex trigger)

TARGET CUSTOMER / USER

Property Managers
Landlords
System Administrators
managing rentals

SOLUTION BENEFITS

- Organized management of lease lifecycle
- Automated reminders and approvals
- Reduces manual errors and time wastage
- Easy-to-use Lightning interface
- Scalable for multiple properties and tenants