

IDEA GENERATION & PRIORITIZATION

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Team ID	NM2025TMID04875
Project Name	Lease Management System
Maximum Marks	4 Marks

Lease Management System Template

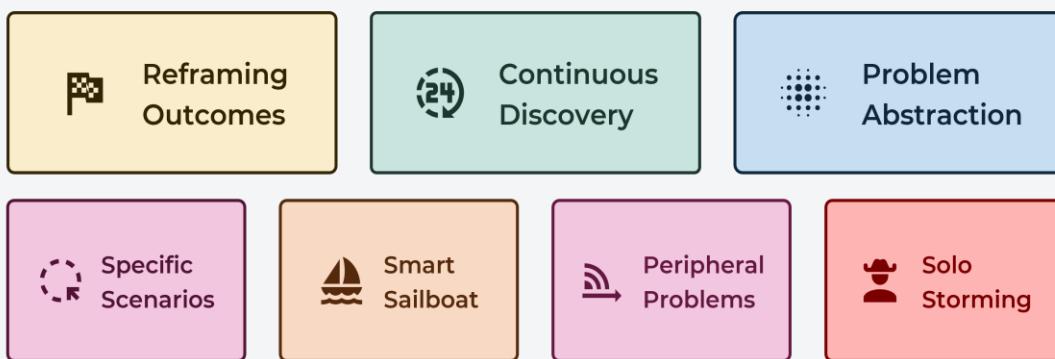
The **Lease Management System** is a cloud-native application built on the Salesforce platform, designed to automate and streamline the full lifecycle of lease operations for properties, tenants, and rental payments. Leveraging Salesforce's low-code capabilities, the system utilises Custom Objects, Apex classes, Flows, Validation Rules, and Process Builder to deliver efficient automation and secure data-handling.

To deliver a **scalable, cloud-based solution** that enhances operational efficiency, minimizes manual work, improves accuracy, and provides actionable insights for property and asset managers. The system demonstrates how Salesforce can go beyond conventional CRM usage to support real-estate and asset-management operations.

The system establishes Salesforce as a **robust platform** for property and lease management—not just CRM. It yields improved user experience, operational transparency and data integrity across lease operations, enabling property managers to focus on strategic priorities rather than manual tracking.

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

7 WAYS TO BRAINSTORM PROBLEM STATEMENTS



Step 2: Brainstorming, Idea Listing, and Grouping

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**.