

# project Design Phase

## Problem – Solution Fit Template

**Date:** 28 October 2025

**Team ID:** NM2025TMID01082

**Project Name:** Lease Management System in Salesforce

**Maximum Marks:** 2 Marks

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## Problem – Solution Fit Template

The **Problem–Solution Fit** validates that the challenges faced by property owners and tenants are effectively addressed through a Salesforce-based Lease Management System. It ensures that the proposed solution meets user requirements, automates manual processes, and enhances operational efficiency and transparency in lease management.

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## Purpose

- To automate the process of creating and managing property lease agreements.
- To ensure timely rent collection and automated payment reminders.
- To centralize data for property, tenant, and payment tracking.
- To reduce manual errors in lease renewals and data entry.
- To provide real-time dashboards and reports for better decision-making.
- To enhance communication between property owners and tenants through Salesforce automation tools.

## Problem Overview

Managing property leases manually often leads to inefficiencies such as missed payments, delayed renewals, and poor data tracking. Property owners rely on spreadsheets and manual documentation, making it difficult to maintain accurate records or send timely rent reminders.

This leads to:

- Missed rent payments and renewal deadlines.
- Confusion between property owners and tenants.
- Time-consuming manual updates.
- Lack of visibility into financial and lease data.

These issues reduce productivity, increase administrative workload, and affect trust between tenants and landlords.

## **Proposed Solution**

The **Salesforce-based Lease Management System** automates and streamlines the lease lifecycle from agreement creation to payment tracking and renewal management. It provides a single, centralized system for all property, tenant, and lease data.

### **Key Features:**

1. **Property & Tenant Management:** Centralized storage of property and tenant details.
2. **Lease Agreement Automation:** Digital creation and tracking of lease terms and renewals.
3. **Rent Reminder Notifications:** Automatic alerts for upcoming rent due dates and renewals.
4. **Payment Tracking & Reports:** Real-time dashboards to monitor rent collection and pending payments.
5. **Workflow Automation:** Flows and triggers to minimize manual intervention.

This Salesforce-based system enhances efficiency, reduces manual errors, ensures timely rent payments, and improves the overall leasing experience for both landlords and tenants.

### **Reference:**

<https://www.ideahackers.network/problem-solution-fit-canvas/>