

# Project Design Phase

## Proposed Solution

**Date:** 29 October 2025

**Team ID:** NM2025TMID01082

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

**Maximum Marks:** 2 Marks

## Proposed Solution Template

S.No	Parameter	Description
1.	<b>Problem Statement (Problem to be solved)</b>	Property owners and tenants face difficulties in managing lease agreements, payments, and renewals efficiently. Manual tracking often results in missed due dates, disorganized data, and communication delays. This leads to financial losses, tenant dissatisfaction, and poor record management.
2.	<b>Idea / Solution Description</b>	The proposed <b>Salesforce-based Lease Management System</b> automates the lease process from agreement creation to payment tracking and renewal management. It centralizes property, tenant, and payment data in one platform, providing transparency, timely reminders, and efficient lease lifecycle management.
3.	<b>Novelty / Uniqueness</b>	The system leverages Salesforce features like <b>record-triggered flows</b> , <b>email alerts</b> , <b>dashboards</b> , and <b>custom objects</b> to automate rent reminders and renewal alerts. It also includes real-time analytics and a self-service tenant portal for tracking lease information, ensuring a paperless and transparent management system.
4.	<b>Social Impact / Customer Satisfaction</b>	The project enhances trust and communication between property owners and tenants. By automating reminders and providing online access to lease data, it reduces confusion, ensures timely payments, and minimizes disputes, thereby improving tenant satisfaction and owner efficiency.
5.	<b>Business Model (Revenue Model)</b>	The solution can be implemented as a <b>Software-as-a-Service (SaaS)</b> for property managers, allowing subscription-based access, or deployed internally for organizations managing multiple leases. Its scalability on Salesforce ensures cost-effectiveness and customization flexibility.

## Conclusion

The **Lease Management System in Salesforce** effectively demonstrates how Salesforce automation can simplify and modernize lease operations.

By integrating tenant, property, and payment records, it provides a unified and transparent approach to lease tracking.

The project showcases Salesforce as a robust platform for automating reminders, managing financial data, and improving communication between stakeholders.

It enhances efficiency, reduces manual workload, and provides real-time visibility into lease performance through dashboards and reports.

In conclusion, this project ensures a **digitally optimized and reliable lease management process**, improving accuracy, reducing human effort, and strengthening trust between landlords and tenants.

### **Reference:**

Infographic created using **Canva** and **Figma**.

### **Solution Description**

The **Salesforce-based Lease Management System** offers an integrated solution for handling all aspects of the leasing process.

It enables property owners to record lease agreements, manage tenants, and monitor rent payments within a centralized Salesforce environment.

Automated flows and email alerts ensure that reminders are sent for rent due dates and renewals.

Dashboards visualize key insights such as **active leases**, **rent collection trends**, and **upcoming renewals**, helping property managers make informed decisions.

By replacing manual paperwork with a digital, automated system, this project increases transparency, saves time, and ensures accuracy in lease management.

This Salesforce solution empowers property owners and managers to **streamline operations**, **enhance tenant experience**, and **maintain better financial control** over all leasing activities.