

Project Design Phase

Proposed Solution

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| Date | 02-11-2025 |
| Team ID | NM2025TMID06722 |
| Project Name | Lease Management System using Salesforce |

| <u>S.No.</u> | Parameter | Description |
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| 1 | Problem Statement | Manual lease management leads to missed payments, compliance risks, and inefficient record-keeping. Stakeholders face delays in lease approvals, lack automation for routine tasks (reminders, notifications), and errors in property-tenant assignments. |
| 2 | Idea / Solution Description | Implement a Salesforce-based Lease Management System. This leverages custom objects (Property, Tenant, Lease, Payment), automated Flows, Approval Processes for leave requests, validation rules for data integrity, Apex triggers for business logic, and email templates for communication, providing a unified, robust, and easily accessible platform for all stakeholders. |
| 3 | Novelty / Uniqueness | The solution maps real estate domain logic to Salesforce's native automation tools, requiring no external plugins. Triggers and validation rules enforce unique assignments (e.g., one tenant per property), while Flows and scheduled Apex automate reminders and |

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| | | notifications. The approach offers scalability and adaptability with Lightning App UI for seamless oversight. |
| 4 | Social Impact / Customer Satisfaction | Enhances transparency, communication, and accountability for landlords and tenants. Automated emails, error handling, and approval workflows lead to faster responses, fewer disputes, and a better user experience in the renting/leasing process. |
| 5 | Business Model / Revenue Model | While primarily for operational improvement, the solution can reduce administrative costs, minimize financial leakage due to missed payments, and increase tenant retention—supporting long-term revenue growth for property managers and owners. |
| 6 | Scalability of the Solution | The Salesforce lease management approach is modular—fields, objects, and automations can be extended to add new asset types (e.g., equipment rental), integrate with payment gateways, or scale to support multiple business units and geographies. |

Solution Description:

To address inefficiencies and errors in property lease management, we design a Salesforce-based app with custom objects (for tenants, properties, leases, and payments), robust validation via triggers and rules, automated approval processes for tenant leave and payment reminders, and streamlined communication through email templates. This leverages Salesforce's declarative and programmatic automation to ensure ease of use, enforce business rules, and deliver visibility and accountability to all users within the system.