

Lease Management System

Team ID: NM2025TMID08510

Project Type: Salesforce Guided Project

Institution: Mookambigai College of Engineering

Department: Computer Science and Engineering

Overview

The Lease Management System is a Salesforce-based application designed to help organizations efficiently manage properties, tenants, leases, and payments. This system automates routine operations such as rent reminders, lease renewals, and data tracking — ensuring transparency, accuracy, and efficiency in property management.

Objective

To design and implement a centralized platform that:

- Automates lease tracking and payment reminders.
- Enhances communication between property managers and tenants.
- Reduces manual effort and improves data integrity.
- Provides real-time dashboards for decision-making.

Ideation Phase

1. Empathize & Discover

Conducted interviews with property managers and landlords. Identified pain points such as missed renewals, unclear payment tracking, and poor communication. Mapped user frustrations and needs using an Empathy Map Canvas. Found that automation could significantly enhance user satisfaction and reduce errors.

2. Define Problem Statement

Manual lease management causes data inaccuracies, missed payments, and inefficient tracking. Proposed a Salesforce solution that automates reminders, ensures data integrity, and provides real-time visibility.

Problem Statement 1:

As a property manager, I want to track lease expirations and renewals automatically to avoid missed deadlines and workflow disruptions.

Problem Statement 2:

As a business owner, I want to monitor rent collection in a real-time dashboard to improve financial transparency.

3. Brainstorm & Idea Prioritization

Generated multiple ideas on automation, dashboards, and workflows. Grouped ideas under System Design, Automation, Reporting, and User Experience. Prioritized ideas based on feasibility and impact, focusing on rent reminder automation, validation rules, and lease and payment dashboards.

Key Features

Feature	Description
Custom Objects	Property, Tenant, Lease, and Payment
Automation	Rent reminders, approval workflows, and renewal alerts
Validation Rules	Ensure data consistency and accuracy
Dashboards & Reports	Real-time insights into leases, payments, and occupancy
Relationship Management	Master-detail and lookup relationships for connected data

Tools & Technologies

- Platform: Salesforce
- Tools: Flow Builder, Process Builder, Validation Rules, Apex Triggers
- Visualization: Salesforce Dashboards and Reports

Learning Outcomes

- Gained hands-on experience in Salesforce application development.
- Learned to analyze user pain points through empathy mapping.
- Developed skills in automation, data modeling, and process optimization.
- Understood how to enhance business efficiency using CRM tools.

Documentation

Empathize & Discover: empathize.pdf

Define Problem Statement: problem statement.pdf

Brainstorming & Idea Prioritization: brainstorming (1).pdf

Team Members

Name	Role
VAIRAVAPANDIYAN K	Project Lead / Salesforce Developer
TAMILKUMARAN	UI/UX Designer

VIGNESH

Data Analyst

STEPHENRAJ

Documentation & Testing

Contact

For any queries or contributions, feel free to reach out via GitHub Issues or contact the project maintainer.