

Ideation Phase

Date	7 November 2025
Time	NM2025TMID06789
Project Name	Lease Management
Maximum Mark	5 Marks

Mapping to Salesforce Capabilities

Function	Salesforce Capability
Lease Record	Custom Object (Lease_c)
Workflow Automation	Flow / Approval Process
Billing	Salesforce Billing / CPQ
Reporting	Reports / CRM Analytics
Document Management	Files, DocuSign Integration
Tenant Access	Experience Cloud Portal,

