

Project Design Phase

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

Problem-Solution Fit:

Problem Statement:

- Managing leases manually or in disconnected systems leads to errors, delays, and inefficiencies.
- Difficulty tracking lease agreements, renewals, payments, and compliance with lease terms.
- Lack of centralized reporting and real-time visibility into lease portfolios.
- Integration challenges with ERP/accounting systems and high data volume slowing processes.

Solution Fit:

- Salesforce provides a centralized, cloud-based platform to manage all lease lifecycle processes.
- Automation of lease creation, renewals, and payment tracking improves efficiency.
- Dashboards and reports offer real-time visibility for management decisions.
- Integration capabilities allow seamless connection with ERP/accounting systems.



