

Ideation Phase

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

Understanding Business Needs & Brainstorming Solutions

Understanding Business Needs

Goal: Identify the core challenges and objectives for lease management.

Key Activities:

- Analyse current lease management process (manual tracking, spreadsheets, disconnected systems).
- Gather input from stakeholders — leasing, finance, sales, legal, and IT teams.
- Define what success looks like (e.g., faster renewals, centralized data, reduced manual work).

Brainstorming Solutions

Goal: Generate ideas and potential features that address business needs using Salesforce capabilities.

Key Ideas:

- **Lease Lifecycle Management:** Create, renew, and terminate leases with approval workflows.
- **Financial Management:** Automate rent schedules, invoices, and payment tracking.
- **Document Handling:** Store and manage contracts; integrate e-signature tools like DocuSign.
- **Alerts & Notifications:** Reminders for renewals, payments, and compliance dates.
- **Analytics:** Dashboards showing occupancy, revenue, and expiring leases.
- **Integrations:** ERP, accounting, and tenant portals via **Experience Cloud**.



