

## Project Design Phase

### Proposed Solution

|               |                  |
|---------------|------------------|
| Date          | 02 November 2025 |
| Team ID       | NM2025TMID04966  |
| Project Name  | Lease Management |
| Maximum Marks | 4 Marks          |

### Solution Architecture

#### Goals of the Architecture:

- \* Automate and streamline lease management using Salesforce CRM.
- \* Maintain centralized records for property, lease, and customer data.
- \* Enable seamless tracking of lease renewals, payments, and expirations.
- \* Provide role-based access for tenants, landlords, and administrators.
- \* Improve operational transparency and decision-making using dashboards.

#### Key Components:

Salesforce Objects: Custom objects for Leases, Properties, and Tenants.

Automation Tools: Salesforce Flow, Process Builder, and Validation Rules.

Data Model: Relationship between Property → Lease → Tenant.

User Interface: Lightning App Pages with forms, dashboards, and charts.

Notification Engine: Automated reminders for renewals and overdue payments.

Reports & Dashboards: Visual insights for management and performance tracking.

#### Development Phases:

1. Requirement Analysis – Identify data fields, user roles, and automation needs.
2. Object Creation– Create custom Salesforce objects for lease management.
3. Relationship Setup – Establish property–tenant–lease relationships.
4. Automation Design – Build workflows for renewal alerts and payment reminders.
5. Dashboard Implementation – Configure analytics for active leases, payments, and expirations.

6. Testing & Deployment – Test lease lifecycle scenarios and deploy final app.

**Reference:**

1. [<https://trailhead.salesforce.com/>](<https://trailhead.salesforce.com/>)
2. [<https://developer.salesforce.com/docs/>](<https://developer.salesforce.com/docs/>)
3. [<https://www.naanmudhalvan.tn.gov.in/>](<https://www.naanmudhalvan.tn.gov.in/>)