



Says
What have we heard them say?
What can we imagine them saying?



Thinks
What are their wants, needs, hopes, and dreams?
What other thoughts might influence their behavior?

Company doesn't have to buy expensive data storage facilities and servers.

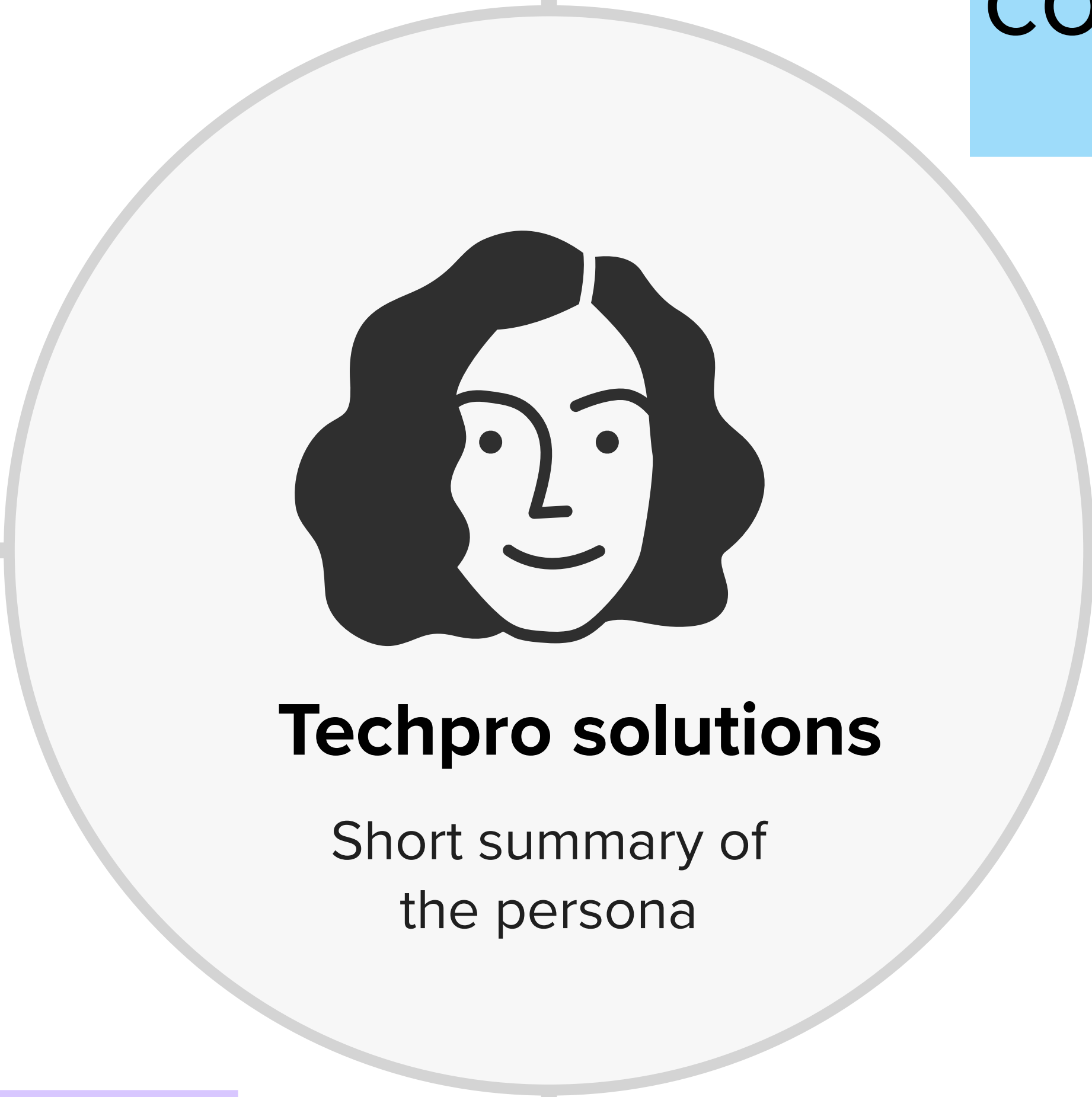
We pay only for what we use.

we can save money using cloud computing.

We can avoid large infrastructure cost.

Techpro solution is using offer high-end security.

The risk is minimized.



Zoho books is one-stop platform for managing our accounting tasks.

Cloud computing software system types Zoho books, Rock space, VM ware, Google cloud.

Zoho book is best choice for techpro solution.

Zoho books is power full accounting platform for business.

The zoho book helps to empower teams to make informed decisions.

It right from negotiating deals to raising sales orders and incoiving.



Does
What behavior have we observed?
What can we imagine them doing?



Feels
What are their fears, frustrations, and anxieties?
What other feelings might influence their behavior?