

Project Design Phase
Problem – Solution Fit Template

Date	28 june 2025
Team ID	LTVIP2025TMID55291
Project Name	FreelanceFinder: Discovering Opportunities, Unlocking Potential
Maximum Marks	2 Marks

Problem – Solution Fit Template:

Target Group:

Freelancers and clients who want to collaborate remotely on projects, especially in small businesses and startups.

Core Problem(s):

- Freelancers struggle to find trusted platforms with transparent bidding and client verification.
- Clients face difficulty hiring skilled freelancers quickly, especially for short-term or micro-projects.
- Existing platforms charge high commissions and have poor communication features.
- Lack of centralized project tracking, feedback exchange, and budget management.

Emotional/Psychological Factors:

- **Freelancers:** Feel insecure about payment protection and job legitimacy.
- **Clients:** Feel overwhelmed by too many irrelevant proposals or fake profiles.
- **Both:** Need fast, secure, and clear communication.

The Solution

Product/Service Offered:

SB Works – A MERN stack-powered freelance platform that connects freelancers with clients, providing project posting, proposal submission, real-time chat, and admin monitoring tools.

How It Solves the Problem:

- Transparent profiles and verified user signups for trust.
- Real-time chat and file exchange within project space.
- Proposal system with project matching by skillset.
- Admin panel for platform health and abuse monitoring.
- Clean, mobile-responsive UI for easy navigation.

Existing Behaviors Tapped:

- Freelancers are already browsing platforms like Upwork or Fiverr.

- Clients post gigs on social media or LinkedIn.
- SB Works taps into this **digital behavior** and brings a simpler, more focused experience.

Why This Solution Fits

Behavior-Problem Fit:

The solution aligns with user behavior of searching online for work or talent. It uses direct engagement (chat), clean dashboards, and role-based access to remove confusion.

Triggers & Channels:

- Word of mouth in college/tech communities.
- Organic reach via social sharing and demo videos.
- Lightweight onboarding to encourage first-time use.

Value Proposition:

- **Freelancers:** More project opportunities, transparent terms, fast communication.
- **Clients:** Better freelancer filtering, project control, and trusted platform.
- **Admin:** Control over data, abuse, and user reports.