**Project Design Phase**

**Problem – Solution Fit Template**

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| 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.