Project Design Phase-I - Solution Fit Template
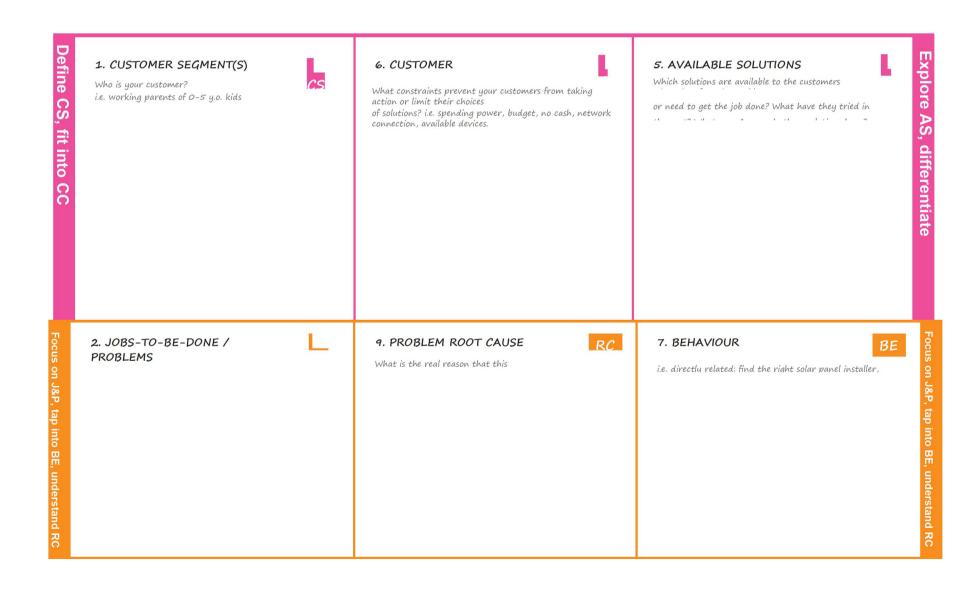
Project Title: Natural Disaster Intensity Analysis and Classification using Artificial Intelligence   **Team ID:** PNT2022TMID19351

Define CS, fit into CC	**1. CUSTOMER SEGMENT(S)** CS Who is your customer? i.e. working parents of 0-5 y.o. kids

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1. CUSTOMER SEGMENT(S) — CS

Who is your customer?
i.e. working parents of 0-5 y.o. kids

6. CUSTOMER

What constraints prevent your customers from taking action or limit their choices
of solutions? i.e. spending power, budget, no cash, network connection, available devices.

5. AVAILABLE SOLUTIONS

Which solutions are available to the customers

or need to get the job done? What have they tried in

Explore AS, differentiate

Focus on J&P, tap into BE, understand RC

2. JOBS-TO-BE-DONE / PROBLEMS

9. PROBLEM ROOT CAUSE   RC

What is the real reason that this

7. BEHAVIOUR   BE

i.e. directly related: find the right solar panel installer,

Focus on J&P, tap into BE, understand RC

3. TRIGGERS `TR`

What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient

solution in the news.

4. EMOTIONS: BEFORE / AFTER `EM`

How do customers feel when they face a problem or a job and afterwards?

i.e. lost, insecure > confident, in control – use it in your communication strategy & design.

10. YOUR SOLUTION `SL`

If you are working on an existing business, write down your current

solution first, fill in the canvas, and check how much it fits reality.

If you are working on a new business proposition, then keep it blank until you fill in the canvas and come up with a solution that fits within customer limitations, solves a problem and matches customer

behaviour.

8. CHANNELS of BEHAVIOUR `CH`

8.1 ONLINE

What kind of actions do customers take online? Extract online channels from #7

8.2 OFFLINE

What kind of actions do customers take offline? Extract offline

channels from #7 and use them for customer development.