

PROJECT DESIGN PHASE-I

PROBLEM SOLUTION FIT

DATE	25-10- 2022
TEAM ID	PNT2022TMID51588
PROJECT NAME	SMART SOLUTION FOR RAILWAYS
MAXIMUM MARKS	2 MARKS
TITTLE	PROBLEM SOLUTION FIT

Purpose / Vision: Managing waste for the better environment and for the safe and secure of people

OVERVIEW:

- Customer Segments
- Jobs-to-Be-Done
- Triggers
- Emotions : Before/After

- Available Solution
- Channels of Behaviour
- Behaviour
- Problem Root Cause
- Your Solution



Focus on CS, fit into CC

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

Identify strong TR & EM