Problem-Solution Fit canvas

Define CS, fit into CL | **Explore AS, differentiate**

1. CUSTOMER SEGMENT(S) `CS`

CUSTOMERS: PUBLIC (PLACE ORDER FOR FOOD)

6. CUSTOMER LIMITATIONS EG. BUDGET, DEVICES `CL`

BUDJET, NO CASH IN POCKET OR THEIR BANK ACCOUNT, NETWORK CONNECTION? NUMBER OF COD ORDERS IN A LOCATION

5. AVAILABLE SOLUTIONS PLUSES & MINUSES `AS`

FOR PROBLEM 1: CHECK LOCATION OF DELEVRY MAN

FOR PROBLEM 4: CHECK THE BANK TRANSFERS/WAIT FOR 2/3 WORKING DAYS

Focus on PR, tap into BE, understand RC

2. PROBLEMS / PAINS + ITS FREQUENCY `PR`

PROBLEMS	OCCUR
DELAY OR NOT RECIVED	RARE
COMPLAINS IN FOOD/HOTEL	OFFEN
CANCELLATION/RETURN	RARE
PAYMENTS AND REFUNDS	OFFEN

9. PROBLEM ROOT / CAUSE `RC`

NOT GET THEIR ORDER ON ONTIME

IF QUALITY OF FOOD IS NOT GOOD

IF QUALITY IS NOT GOOD/PLACED A WRONG ITEMS

FAILURE IN PAYMENT/NOT RECIVED REFUND

7. BEHAVIOR + ITS INTENSITY `BE`

NOT GET THEIR ORDER ON ONTIME

PLACE ORDER

BAD FOOD

FAILURE/NETWORK CONNECTIVITY

Focus on PR, tap into BE, understand RC

Identify strong TR & EM

3. TRIGGERS TO ACT `TR`

ORDERING FOOD

4. EMOTIONS BEFORE / AFTER `EM`

STATISFACTION- POSITIVE EMOTION

ANGER- NEGATIVE EMOTION

10. YOUR SOLUTION `SL`

REALTIME MONITORING,

TRACK EVERY ORDERS,

MAINTAIN DATABASE FOR ORDERS AND PAYMENTS

GOOD RELATIONSHIP WITH CUSTOMER AND THEIR SATISFACTION

GIVING ANSWERS TO THE QUERIES OF CUSTOMERS FASTER.

8. CHANNELS of BEHAVIOR `CH`

ONLINE

PLACE ORDER

PAYMENTS

OFFLINE

RECEIVE FOOD

PAYMENTS

Extract online & offline CH of BE

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