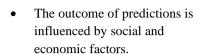
## 1. CUSTOMER SEGMENT(S)

University students seeking for a chill spot to hang out with buddies

### Who is your Customer?

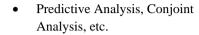
- Different manufacturers
- Restaurant owners

### 6. CUSTOMER **CONSTRAINTS**



Analysis requires a computer or mobile device with strong internet connectivity.

### 5. AVAILABLE SOLUTIONS



Dynamic Approach to product and business projects.

# Explore AS, differentiate

### 2. JOBS-TO-BE-DONE / **PROBLEMS**

A lack of food will result from lower stock levels.

Food waste results from having an excessive amount of stock.

### 9. PROBLEM ROOT **CAUSE**

J&P

Change in customer preference.

Poor Interface and Compatibility.

Lack of Previous Sales Data

### 7. BEHAVIOUR

RC

Customer ratings may drop as a result of the order's delay, creating a negative perception.

When a customer's behaviour changes, it is crucial to alter the resource

BE

### 3. TRIGGERS



- Food waste is decreased via accurate order forecasting.
- Increases awareness of food waste

### 4. EMOTIONS: BEFORE / AFTER



- Delivery of meals at the appropriate moment as a consequence of accurate forecast ensures customer happiness.
- Think about the perspective of the customer

### **10. YOUR SOLUTION**



### 8.CHANNELS of BEHAVIOUR



- Fulfilling customer demands will increase customer satisfaction.
- Daily analysis of data and food is provided.

# • **ONLINE:** Through their website, online users can interact with many industries.

• **OFFLINE:** If there is a critical need, they can go directly to the industry.