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|-------------------------|--|---|--|-----------------------------------|
| Define CS, fit into CC | 1. CUSTOMER SEGMENT(S) CS Who is your customer? I.e. working parents of 0-5 y.o. kids 1) Customers who are not able keep track of their expenditure they do daily. 2) Customers who can't remember for what or when they have spent the money. | 6. CUSTOMER CONSTRAINTS CC 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. 1) This application will be submitted by most of the devices. 2) The solution we propose will have an alert via email feature, if expense exceed the given limit. 3) This solution also provides insights on their expenses on a graphical way. | 5. AVAILABLE SOLUTIONS AS Which solutions are available to the customers when they face the problem or need to get the job done? What have they tried in the past? What pros & cons do these solutions have? I.e. pen and paper is an alternative to digital notetaking 1) Customers have used notes or papers to track their expenses. 2) Personal Expense Tracker developed in this project is an alternative. | Explore AS, differentiate |
| | 2. JOBS-TO-BE-DONE / PROBLEMS J&P Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides. 1) The application allow the customers to keep track of their expenses. 2) They will be able to categories their expenses. 3) They will be also given option to set budget and will receive alert on mail when their expense exceeds the budget. 4) They can also have an insight of their expenses in a graphical representation either yearly or monthly. | 9. PROBLEM ROOT CAUSE RC What is the real reason that this problem exists? What is the back story behind the need to do this job? I.e. customers have to do it because of the change in regulations. 1) Due to lot of payment options, customers tend to forget where or when they spent their money. 2) By tracking their expense they can save their money. 3) They can save lot of time and money. | 7. BEHAVIOUR BE What does your customer do to address the problem and get the job done? I.e. directly related: find the right solar panel installer, calculate usage and benefits; indirectly associated: customers spend free time on volunteering work (I.e. Greenpeace) 1) Make sure he uses the app to track expenses. 2) Make sure they categorize the expenses correctly. 3) To set limit to their monthly expenses, to receive alerts via mail if expenses exceed the limit. | |
| Identify strong TR & EM | 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. 1) Customers can know how their money is being spent. | 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. 1) To design a personal expense tracker using flask. 2) To provide insights on their spending in a graphical way based on categories. 3) To send an alert via email if their expense exceed the limit they set. | 8. CHANNELS of BEHAVIOUR CH 8.1 ONLINE What kind of actions do customers take online? Extract online channels from #7 1) All their data are being secured and updated to cloud storage. 8.2 OFFLINE What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development. 1) Make sure their expenses is stored offline and updated to cloud once they are online. | Extract online & offline CH of BE |
| | 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. 1) They will be also to track their income and expense made by them. | | | |