

Problem – Solution Fit

Date	3 October 2022
Team ID	PNT2022TMID35387
Project Name	Project - Global Sales Data Analytics
Maximum Marks	2 Marks

Problem – Solution Fit :

The Problem-Solution Fit simply means that you have found a problem with your customer and that the solution you have realized for it actually solves the customer's problem. It helps entrepreneurs, marketers and corporate innovators identify behavioral patterns and recognize what would work and why

Purpose:

- ☐ Solve complex problems in a way that fits the state of your customers.
- ☐ Succeed faster and increase your solution adoption by tapping into existing mediums and channels of behavior.
- ☐ Sharpen your communication and marketing strategy with the right triggers and messaging.
- ☐ Increase touch-points with your company by finding the right problem-behavior fit and building trust by solving frequent annoyances, or urgent or costly problems.
- ☐ Understand the existing situation in order to improve it for your target group.

Solution fit:

Define CS, fit into CC	1. CUSTOMER SEGMENT(S) CS A Business owner who would like to understand more about his business performance in global scale.	6. CUSTOMER CONSTRAINTS CC 1) No online payments available. Buy directly from us. 2) Need to check input file structure before Uploading.	5. AVAILABLE SOLUTIONS AS 1) The competition perform analytics and display Dashboard with autogenerated Insights. 2) Our product provides facility to add manual Insights to the analytics performed.	Explore AS, differentiate
Focus on J&P, tap into BE, understand RC	2. JOBS-TO-BE-DONE / PROBLEMS J&P 1) Determine Input file structure. 2) What analysis to perform to be useful? and how to perform them?	9. PROBLEM ROOT CAUSE RC 1) IBM. 2) Anna university. 3) Business model. 4) Society	7. BEHAVIOUR BE 1) Collecting sales data and using office software to analyze it. 2) Un-intuitive way of analyzing data and lot of manual labor.	Focus on J&P, tap into BE, understand RC
Identify strong TR & EM	3. TRIGGERS TR 1) Have you ever felt that you are unaware of how your business is performing? 2) Have you ever had a decision fatigue? Not knowing what to do next in order to progress? Our product can help you to find that spark to take the next step.	10. YOUR SOLUTION SL 1) Creating an Interactive Dashboard. 2) Responsive Design for every screen sizes. 3) Manual Insights for each interaction. 4) One time payment.	8. CHANNELS OF BEHAVIOUR CH 8.1 ONLINE Using third party services with automated insights and subscription based services to analyze data.	Extract online & offline CH of BE
	4. EMOTIONS: BEFORE / AFTER EM Before: Anxiety, Decision fatigue, Lazyness. After : Clear mind, Peacefulness.		8.2 OFFLINE Using office software to analyze complex data in un-intuitive way.	