Problem-Solution fit

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