

Problem-Solution fit canvas 2.0

Problem solution fit for DemandEst

Define CS, fit into CC	1. CUSTOMER SEGMENT(S) CS i. FOOD DELIVERY SERVICE CENTER. ii. FOOD PRODUCTION CENTER.	6. CUSTOMER CONSTRAINTS CC i. They need a computer with a good internet connectivity that lasts forever. ii. Budget to implement this model.	5. AVAILABLE SOLUTIONS AS Traditional Forecasting methods: Adding extra variables and sources require substantial effort. Volume of manual work is high. AI-based forecasting methods: Multiple variables and sources can be smoothly incorporated & avail the high level of automation.	Explore AS, differentiate
	2. JOBS-TO-BE-DONE / PROBLEMS J&P i. To predict the number of orders for next 10 weeks. ii. To estimate the demand of raw materials.	9. PROBLEM ROOT CAUSE RC Without the knowledge of number of upcoming orders if we purchase the raw materials it could lead to out of stock or excessive raw materials.	7. BEHAVIOUR BE When there is a changes in consumer behaviour It is important to readjust to the overall market and optimize resources to stand out from the competition.	
Identify strong TR & EM	3. TRIGGERS TR i. Wastage or shortage of raw materials gives them loss.	10. YOUR SOLUTION SL AI-powered food demand forecaster will have an Inbuilt ML model that will predict the number of orders for the next 10 weeks using various datasets with the help of certain algorithms. So that the food delivery service centers will get the accurate number of upcoming orders and they can plan accordingly for raw materials which will help to eliminate any losses. Increased customer satisfaction by timely fulfilling their expectations and requirements.	8. CHANNELS of BEHAVIOUR CH 8.1 ONLINE Getting the feedback from their product consumers about their service.	Extract online & offline CH of BE
	4. EMOTIONS: BEFORE / AFTER EM They feel very disappointed when they face the loss and when they see their customers moving into their competitors / Gains confident in finishing the orders without any loss.	8.2 OFFLINE They need to know their their status in the markets comparing with their competitors.		

