**Project Title: Personal Expense Tracker Application Project Design Phase-I** - **Solution Fit Template Team ID:** PNT2022TMID29591

**Focus on J&P, tap into BE, understand RC**

**Explore AS, differentiate**

**Deﬁne CS, ﬁt into CC**

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. Easy evaluation of budget
2. Control over the budget

**AS**

**5. AVAILABLE SOLUTIONS**

Which solutions are available to the customers when they face the problem

What constraints prevent your customers from taking action or limit their choices

of solutions?

Doubts in reliability of the solution due to lots of scam.

Insufficient knowledge.

**CC**

**6. CUSTOMER CONSTRAINTS**

**CS**

**1. CUSTOMER SEGMENT(S)**

Who is your customer?

1.People who want to maintain their expenses

2. People who needs more savings.

**Explore AS, differentiate**

**Define CS, fit into CC**

1. Give proper input in the application.
2. Gain sufficient Knowledge.

**BE**

**7. BEHAVIOUR**

What does your customer do to address the problem and get the job done?

**RC**

**9. PROBLEM ROOT CAUSE**

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. Lack proper input
2. Lack of knowledge

**J&P**

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

Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different side?

1.User data security

2. Alert at right time

3. Comprehensible user Interface.

**Focus on J&P, tap into BE, understand RC**

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**Identify strong TR & EM**

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| **Identfy 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. Comparison with others 2. Lack of budgeting knowledge | **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.  The main purpose of the application is ,  ⮚ Track the expense and savings of the user on monthly basis.  ⮚ Based on the analysis, improve the budget management of the user | 1. **CHANNELS of BEHAVIOUR CH**     1. **ONLINE**   What kind of actions do customers take online? Extract online channels from #7   * 1. **OFFLINE**   What kind of actions do customers take ofﬂine? Extract ofﬂine channels from #7 and use them for customer development.   1. User can share the report to others. 2. Inspect the expenses and plan for future. |  |
| **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. Before using the application user don’t have any budget control and get frustrated when   He/she realize his/her mistake.   1. After using this application user have the knowledge to manage budget so he/she feels happy and confident. |