

Problem-Solution fit

Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S)<div>CS</div><p>A Bussiness owner who would like to understand more about his bussiness performance in global scale.</p></div>	<div>6. CUSTOMER CONSTRAINTS<div>CC</div><p>1) No online payments available. Buy directly from us. 2) Need to check input file structure before Uploading.</p></div>	<div>5. AVAILABLE SOLUTIONS<div>AS</div><p>1) The competition perform analytics and display Dashboard with autogenerated insights. 2) Out product provides facility to add manual Insights to the analytics performed.</p></div>	Explore AS, differentiate
	<div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&amp;P</div><p>1) Determine input file structure. 2) What analysis to perform to be useful? and how to perform them?</p></div>	<div>9. PROBLEM ROOT CAUSE<div>RC</div><p>1) IBM. 2) Anna university. 3) Bussiness model. 4) Society</p></div>	<div>7. BEHAVIOUR<div>BE</div><p>1) Collecting sales data and using office software to analyze it. 2) Un-intuitive way of analyzing data and lot of manual labor.</p></div>	
Identify strong TR & EM	<div>3. TRIGGERS<div>TR</div><p>1) Have you ever felt that you are unaware of how your bussiness 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.</p></div>	<div>10. YOUR SOLUTION<div>SL</div><p>1) Creating an Interactive Dashboard. 2) Responsive Design for every screen sizes. 3) Manual Insights for each interaction. 4) One time payment.</p></div>	<div>8. CHANNELS of BEHAVIOUR<div>CH</div><div>8.1 ONLINE</div><p>Using third party services with automated insights and subscription based services to analyze data.</p></div>	Extract online & offline CH of BE
	<div>4. EMOTIONS: BEFORE / AFTER<div>EM</div><p>Before: Anxiety, Decision fatigue, Lazyness. After : Clear mind, Peacefullness.</p></div>		<div>8.2 OFFLINE</div> <p>Using office software to analyze complex data in un-intuitive way.</p>	

EXPLORE AS, DIFFERENTIATE

FOCUS ON J&P, TAP INTO BE, UNDERSTAND RC