

Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S)<div>CS</div></div> <div>A business people or the owner who is in control of the operational and monetary aspects of a ecommerce services.</div>	<div>6. CUSTOMER CONSTRAINTS<div>CC</div></div> <div>Appropriate data must be given and final decision must be made from the analysis</div>	<div>5. AVAILABLE SOLUTIONS<div>AS</div></div> <div>Graphical dashboard is made with many data analysis ie., graphs</div>	Explore AS, differentiate
	<div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&amp;P</div></div> <div>The main objective of this project is to make a sales pattern analysis and customer analysis which would be leading to more accurate forecasting andquotas.</div>	<div>9. PROBLEM ROOT CAUSE<div>RC</div></div> <div>To analysis the best product and to prevent loss of clients</div>	<div>7. BEHAVIOUR<div>BE</div></div> <div>Data is collected and through cloud analysis pattern is identified</div>	
Focus on J&P, tap into BE, understand RC				Focus on J&P, tap into BE, understand RC
Identify strong TR & EM	<div>3. TRIGGERS<div>TR</div></div> <div>To predict the future business in developing e commerce</div>	<div>10. YOUR SOLUTION<div>SL</div></div> <div>Creating an interactive, simple dashboard to interact with the customer and make better prediction</div>	<div>8.CHANNELS of BEHAVIOUR<div>CH</div></div> <div>online: based on cloud analysis</div>	Identify strong TR & EM
	<div>4. EMOTIONS: BEFORE / AFTER<div>EM</div></div> <div>before: annoy, frustrated after: easy, cool.free</div>			