**Project Title: Entrepreneur Tailoring app Project Design Phase-I** - **Solution Fit Template Team ID:** PNT2022TMID10645

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

**Explore AS, differentiate**

**Deﬁne CS, ﬁt into CC**

or need to get the job done?  
**Pros:**

1. Easy payment
2. Quality good
3. Fast shipping

**Cons:**

1. Sometimes size mistaken
2. Slow responses

**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?

1. Discounts of clothes

2. Colorful Accessories

3. Quality of Cothes

**CC**

**6. CUSTOMER CONSTRAINTS**

**CS**

**1. CUSTOMER SEGMENT(S)**

Who is your customer?

Both parents and adults. It mostly used for teenagers. Stiching a trending clothes through a customer Requirements

**Explore AS, differentiate**

**Define CS, fit into CC**

i.e. directly related: ﬁnd the right solar panel installer, calculate usage and beneﬁts; indirectly associated: customers spend free time on volunteering work (i.e. Greenpeace)

**BE**

**7. BEHAVIOUR**

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

Customers can compare the pricing to malls or other dress shops, which is directly related.

Customers volunteer during their free time, which is indirectly related.

**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?

The issue with existing apps is that some clothing dimensions are identical and hence susceptible to error, therefore we're adding a measurement for each body component. Therefore, tailoring will be simple.

**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 sides.?

On our end, we mistakenly desire to increase our size. For this, we wish to offer options for body part measurements. The errors can then be fixed.

We're planning to attach an automatic chatbot for delayed responses.

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**Identify s**tr**ong TR & EM**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Identify 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.   * More Advertising is important . In the side of a customers quality and price is important . So include a good quality of cloth. * Comparing the clothes and adding a extra features to the clothes | **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. | 1. **CHANNELS of BEHAVIOUR CH**     1. **ONLINE**   What kind of actions do customers take online? Extract online channels from #7  Customers want to download the app and get review from the internet   * 1. **OFFLINE**   What kind of actions do customers take ofﬂine? Extract ofﬂine channels from #7 and use them for customer development.  For offline , Customers want to do take a cash payment and also get review from many people . Get a transport for get a product |  |
| **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.  Pain:   1. Slow Responses 2. Size rearranging   Gain:   1. Lovable quality 2. Beautiful Pictures |