

Project Design Phase-I - Solution Fit Template

Project Title: smart solution for railway

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Define CS, fit into CC

1. CUSTOMER SEGMENT(S)

Who is your customer?

Peoples is our primary customers

CS

6. CUSTOMER CONSTRAINTS

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

People not to have cash with their hands  
they pay with online pay so people will be

CC

5. AVAILABLE SOLUTIONS

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

A Web page is designed for the public where they can book tickets by seeing the available seats.After booking the train, the person will get a QR code which has to be shown to the Ticket Collector while boarding the train

AS

Explore AS, differentiate

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

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.

Creating web page for booking ticket

J&P

9. PROBLEM ROOT CAUSE

What is the real reason that this problem exists?

To save people time and reduce their urgency

RC

7. BEHAVIOUR

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

They should open the web page in their phone and book their ticket

BE

Focus on J&P, tap into BE,

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|  | <div>3. TRIGGERS</div> <div>TR</div> <div>What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.</div> <div>The time saving process of not to stand in the line to get the ticket will trigger people lots</div> | <div>10. YOUR SOLUTION</div> <div>SL</div> <div>Creating a ticket booking application and generate a QRcode which will be shown as ticket</div> | <div>8. CHANNELS of BEHAVIOUR</div> <div>CH</div> <div>8.1 ONLINE</div> <div>What kind of actions do customers take online?<br/>People track the location of train and book their ticket in online</div> |
|  | <div>4. EMOTIONS: BEFORE / AFTER</div> <div>EM</div> <div>How do customers feel when they face a problem or a job and afterwards?<br/>People will get arrives fast to get the ticket before now the will come to the station with no arugency</div>   |   |  |