Project Title:

Global Sales Data Analytics   **Project Design Phase-I** – **Solution Fit Template**   **Team ID:** PNT2022TMID28002

1. CUSTOMER SEGMENT(S)

- Investors
- Customers
- Producers

6. CUSTOMER CONSTRAINTS

- Time limitation
- Cost limitation
- Negative impacts of social factors.

5. AVAILABLE SOLUTIONS   **AS**

- Internet
- Knowledge about applications and Social media
- Traditional devices

2. JOBS-TO-BE-DONE / PROBLEMS

- Predict the Profit/Loss%
- Analyze the Data to generate a report.

9. PROBLEM ROOT CAUSE

- Economic changes
- Pandemic
- Investment on unnecessary capitals.

7. BEHAVIOUR

Focuses on the nature of decision made by the business administrators and on the many influences which affect such decisions

3. TRIGGERS

To build an idea or innovation to predict the profit or loss of a product in a region.

4. EMOTIONS: BEFORE / AFTER

Lack of knowledge for investors to invest in the right time at a right price.

10. YOUR SOLUTION

- Significant necessities for an appropriate data analytics system considering the profit and loss.
- Reducing the data independency.

8. CHANNELS of BEHAVIOUR

8.1 ONLINE

- Applications for Business Sectors
- Standardized Customer Base

8.2 OFFLINE

- By analyzing a sector's market contacts and strategies
- Your local newspapers and zonal magazines