Define CS, fit into CC

1. CUSTOMER SEGMENT(S)

CS

I) Clients with the profession of food delivery and owning food delivery centres

II) Organization that needs to predict changes in consumer demand to provide higher customer satisfaction

6. CUSTOMER CONSTRAINTS

CC

I) They need a system with good and consistent internet connection

II) They must have the budget to implement the model

5. AVAILABLE SOLUTIONS

AS

I) Traditional Forecasting methods can be used but requires extra variables and effort. Manual work will be high

II) AI based forecasting methods are also available that requires multiple variables and sources which avails high level of automation

Explore AS, differentiate

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

2. JOBS-TO-BE-DONE / PROBLEMS

J&P

I) To predict the demand of raw materials or food products at particular region

II) To predict number of orders for certain period of time in future

9. PROBLEM ROOT CAUSE

RC

I) Without the idea of upcoming requirements of food product if we manufacture them it could lead to manufacturing of excessive or less number of products

7. BEHAVIOUR

BE

I) To provide dynamic models based on changing behaviour of user and cope up with the overall market and optimize resources to stand out of rivals

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

TR & EM

Identify strong TR & EM

3. TRIGGERS

TR

I) Organizations suffer loss due to wastage or shortage of food products.

10. YOUR SOLUTION

Our food demand forecaster contains an ML model that will predict the number of orders for a certain period of future time using various datasets based on certain algorithms. So food delivery centers and manufacturing centers will get a predicted number of upcoming orders and they can plan accordingly to avoid losses and thus increase customer satisfaction by fulfilling their expectations.

8.CHANNELS of BEHAVIOR

CH

8.1 ONLINE

Getting feedback from product clients and consumers about their service

8.2 OFFLINE

They need to know their status in the markets compared with their competitors.

4. EMOTIONS: BEFORE / AFTER EM

They get very disappointed when they face loss and when their customers starts moving towards their competitors / Obtain confidence in finishing orders without any loss