**Project Title: Smart Fashion Recommender Application Project Design Phase-I** - **Solution Fit Template Team ID:** PNT2022TMID20574

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

**Explore AS, differentiate**

**Deﬁne CS, ﬁt into CC**

or need to get the job done? What have they tried in the past? What pros & cons do these solutions have? i.e. pen and paper is an alternative to digital notetaking

**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? i.e. spending power, budget, no cash, network connection, available devices.

**CC**

**6. CUSTOMER CONSTRAINTS**

**CS**

**1. CUSTOMER SEGMENT(S)**

Who is your customer?

i.e. working parents of 0-5 y.o. kids

**Explore AS, differentiate**

**Define CS, fit into CC**

A person who orders is the customer

Budget,No cash,Network Connection,Return policy,order cancel policy,Location Tracking.

If the ordered product are changed you can return the product and exchanged it.

If the product get delayed in the date of delivery, you can contact us and checking the reason.

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?

**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?

i.e. customers have to do it because of the change in regulations.

**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.

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

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

* Provide Good quality products.
* Deliver correct address.
* Product will be delivered in mentioned date.
* Cash on delivery also provided.

If there is any issue, we provide issue box to tell the issue they faced in that box.

Many customer face this quality issues, like products are damaged and products are not worth the price. Many customers complain. So we do check everything before we ship the product.

And deliver correct address and mentioned date.

**Identify strong TR & EM**

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| --- | --- | --- | --- | --- |
| **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.   * Offers * Discount * Quality * Reasonasble cost | **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.  You can return the item and swap it if the item you ordered is different.  You can get in touch with us and inquire about the cause if the goods is delivered later than expected. | 1. **CHANNELS of BEHAVIOUR CH**     1. **ONLINE**   What kind of actions do customers take online? Extract online channels from #7   * 1. **OFFLINE**   What kind of actions do customers take ofﬂine? Extract ofﬂine channels from #7 and use them for customer development.   * Online:   Issue box   * Offline:   Cash on delivery  Delivery men or women. |  |
| **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.   * Insecure * Lost confident * Bad thought about our work |