

Define CS, fit into CC

1. CUSTOMER SEGMENT(S)

CS

- Customers those who spend money unwontedly and to track their expenses.
- Customer those who can't remember their expense.
- Those who expecting to track their expense via statistics.

6. CUSTOMER CONSTRAINTS

CC

- Customer should use UPI or Net-Banking to track the expense.
- If the money is spend through cash customer must add the expense in the application.

5. AVAILABLE SOLUTIONS

AS

- **SPENDEE** Application available both android and the ios.

Explore AS, differentiate

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

2. JOBS-TO-BE-DONE / PROBLEMS

J&P

- The main Intention of the application is to track the expense and provide statistics of expenses
- It provides statistics based on categories of expenses.
- To include money spend through cash,bank cheque's etc.

9. PROBLEM ROOT CAUSE

RC

- The Main problem is gathering the data from the UPI apps or Nat-Banking application.
- This will act as the main problem of the application.
- Laziness of the customer to add the expense done through cash in the application.

7. BEHAVIOUR

BE

- Customer should responsibly add the expenses done through off-line mode.
- To assure the data safety to the user.

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

Identify strong TR & EM

3. TRIGGERS

TR

- Customer may think , they spend more money and no saving.

4. EMOTIONS: BEFORE / AFTER

EM

- **BEFORE:** No Savings.
- **AFTER:** Few saving due to expense tracking application.

10. YOUR SOLUTION

SL

- Design a cloud based web Application of the expense tracker.
- Provide statistic of the expense done by the user through the graphs or charts.
- Providing email alerts if the total expense exceed the limit.

8.CHANNELS of BEHAVIOUR

CH

- In Online mode user don't have more work user need to set the maximum expense limit.
- In Off-line mode user should responsibly add the expenses done through cash

Identify strong TR & EM