Problem-Solution fit canvas 2.0

Define CS, fit into CC

1. CUSTOMER SEGMENT(S) `CS`

Grocery stores, shopping malls, Raw material storage.

6. CUSTOMER CONSTRAINTS `CC`

Wasting time, knowledge about the forecast, data collection.

5. AVAILABLE SOLUTIONS `AS`

Monitoring the data every time will reduce error.

Explore AS, differentiate

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

2. JOBS-TO-BE-DONE / PROBLEMS `J&P`

Acquiring the data at the real time basis with a maximum accuracy

9. PROBLEM ROOT CAUSE `RC`

The food demand is the constantly varying values that can't be predicted accurate.

7. BEHAVIOUR `BE`

Report via customer support, direct mail to the admin.

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

Identify strong TR & EM

3. TRIGGERS `TR`

Referrals and having an efficient software

4. EMOTIONS: BEFORE / AFTER `EM`

Afraid the data will be inaccurate, feared, nervous.

10. YOUR SOLUTION `SL`

The users are in constant need for a better program and must fulfil the requirement by giving a supervised data with high accuracy.

8. CHANNELS of BEHAVIOUR `CH`

8.1 ONLINE

Report the issue in their support page.

8.2 OFFLINE

Report the issue by sending a letter to the admin office.

Extract online & offline CH of BE

★ AMALTAMA