

## Project Title: Global Sales Data Analysis

### Project Design Phase-I - Solution Fit

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Problem-Solution fit canvas 2.0

Purpose / Vision

Define CS, fit into CC	<b>1. CUSTOMER SEGMENT(S)</b> <span>CS</span> Direct to customer business and E-Commerce organization will improve their sales and profit globally.	<b>6. CUSTOMER CONSTRAINTS</b> <span>CC</span> The dataset collected in organized form and desisions are made bythemselves.	<b>5. AVAILABLE SOLUTIONS</b> <span>AS</span> the dashboard prepared based on dataset and it helps customer to take next move on business.	Explore AS, differentiate
	<b>2. JOBS- TO-BE-DONE / PROBLEMS</b> <span>J&amp;P</span> Analysing the data and identifying the trends for improving business.	<b>9. PROBLEM ROOT CAUSE</b> <span>RC</span> The urge to improve sales globally and get more profit in business	<b>7. BEHAVIOUR</b> <span>BE</span> Dataset of the sales is collected and the analysis made using IBM Cognos.	
Identify strong TR & EM	<b>3. TRIGGERS</b> <span>TR</span> The urge to make appropriate decision and the fear of not knowing the future of the business	<b>10. YOUR SOLUTION</b> <span>SL</span> Creating Interactive Dashboard to interact the customers in various subscription model.	<b>8. CHANNELS of BEHAVIOUR</b> <span>CH</span> Online : The subscription based service are made to analyse and develop insights	Extract online & offline CH of BE
	<b>4. EMOTIONS: BEFORE / AFTER</b> <span>EM</span> Before : Anxiety,fatigue,dipression After : Clear Mind		offline : The dashboard report can download and use in offline by user.	

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