

Problem Solution Fit:

Problem	Solution	Fit
Problem 1	Solution 1	Fit 1
Problem 2	Solution 2	Fit 2
Problem 3	Solution 3	Fit 3
Problem 4	Solution 4	Fit 4
Problem 5	Solution 5	Fit 5
Problem 6	Solution 6	Fit 6
Problem 7	Solution 7	Fit 7
Problem 8	Solution 8	Fit 8
Problem 9	Solution 9	Fit 9
Problem 10	Solution 10	Fit 10
Problem 11	Solution 11	Fit 11
Problem 12	Solution 12	Fit 12
Problem 13	Solution 13	Fit 13
Problem 14	Solution 14	Fit 14
Problem 15	Solution 15	Fit 15
Problem 16	Solution 16	Fit 16
Problem 17	Solution 17	Fit 17
Problem 18	Solution 18	Fit 18
Problem 19	Solution 19	Fit 19
Problem 20	Solution 20	Fit 20
Problem 21	Solution 21	Fit 21
Problem 22	Solution 22	Fit 22
Problem 23	Solution 23	Fit 23
Problem 24	Solution 24	Fit 24
Problem 25	Solution 25	Fit 25
Problem 26	Solution 26	Fit 26
Problem 27	Solution 27	Fit 27
Problem 28	Solution 28	Fit 28
Problem 29	Solution 29	Fit 29
Problem 30	Solution 30	Fit 30
Problem 31	Solution 31	Fit 31
Problem 32	Solution 32	Fit 32
Problem 33	Solution 33	Fit 33
Problem 34	Solution 34	Fit 34
Problem 35	Solution 35	Fit 35
Problem 36	Solution 36	Fit 36
Problem 37	Solution 37	Fit 37
Problem 38	Solution 38	Fit 38
Problem 39	Solution 39	Fit 39
Problem 40	Solution 40	Fit 40
Problem 41	Solution 41	Fit 41
Problem 42	Solution 42	Fit 42
Problem 43	Solution 43	Fit 43
Problem 44	Solution 44	Fit 44
Problem 45	Solution 45	Fit 45
Problem 46	Solution 46	Fit 46
Problem 47	Solution 47	Fit 47
Problem 48	Solution 48	Fit 48
Problem 49	Solution 49	Fit 49
Problem 50	Solution 50	Fit 50
Problem 51	Solution 51	Fit 51
Problem 52	Solution 52	Fit 52
Problem 53	Solution 53	Fit 53
Problem 54	Solution 54	Fit 54
Problem 55	Solution 55	Fit 55
Problem 56	Solution 56	Fit 56
Problem 57	Solution 57	Fit 57
Problem 58	Solution 58	Fit 58
Problem 59	Solution 59	Fit 59
Problem 60	Solution 60	Fit 60
Problem 61	Solution 61	Fit 61
Problem 62	Solution 62	Fit 62
Problem 63	Solution 63	Fit 63
Problem 64	Solution 64	Fit 64
Problem 65	Solution 65	Fit 65
Problem 66	Solution 66	Fit 66
Problem 67	Solution 67	Fit 67
Problem 68	Solution 68	Fit 68
Problem 69	Solution 69	Fit 69
Problem 70	Solution 70	Fit 70
Problem 71	Solution 71	Fit 71
Problem 72	Solution 72	Fit 72
Problem 73	Solution 73	Fit 73
Problem 74	Solution 74	Fit 74
Problem 75	Solution 75	Fit 75
Problem 76	Solution 76	Fit 76
Problem 77	Solution 77	Fit 77
Problem 78	Solution 78	Fit 78
Problem 79	Solution 79	Fit 79
Problem 80	Solution 80	Fit 80
Problem 81	Solution 81	Fit 81
Problem 82	Solution 82	Fit 82
Problem 83	Solution 83	Fit 83
Problem 84	Solution 84	Fit 84
Problem 85	Solution 85	Fit 85
Problem 86	Solution 86	Fit 86
Problem 87	Solution 87	Fit 87
Problem 88	Solution 88	Fit 88
Problem 89	Solution 89	Fit 89
Problem 90	Solution 90	Fit 90
Problem 91	Solution 91	Fit 91
Problem 92	Solution 92	Fit 92
Problem 93	Solution 93	Fit 93
Problem 94	Solution 94	Fit 94
Problem 95	Solution 95	Fit 95
Problem 96	Solution 96	Fit 96
Problem 97	Solution 97	Fit 97
Problem 98	Solution 98	Fit 98
Problem 99	Solution 99	Fit 99
Problem 100	Solution 100	Fit 100

CUSTOMER CONSTRAINTS

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.

1. Budget problem.
2. Pressure of how it will be received by the public.

AVAILABLE SOLUTIONS

Which solutions are available to the customers when they face the problem 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

Send a petition to the collector to improve the lighting and rain water draining system for the roads

CUSTOMER SEGMENT

Who is your customer?
i.e. working parents of 0-5 years old kids.

Drivers, Passengers, Motorists

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.

- 1.(i) Too many vehicles
- (ii) Roads being narrow.
2. (i) No proper draining system on the road.
- (ii) Less no street lights on the road.

BEHAVIOUR

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

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)

Directly related: Tries to find a solution to prevent these problem.

Indirectly related: Tries to go slowly during extreme weather conditions and tries to avoid the road by knowing the accurate time the road will have high traffic.

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.

1. When there is high traffic, road diversions can be signalled through these signboards.
2. When the weather condition is extreme i.e heavy rains, typhoon, storms etc. The roads will be slippery so the speed limit can be shown on the signboards



