## 1-CUSTOMER SEGMENT(S)

- Families with kids looking for kid-friendly restaurants.
- University students looking for a relaxing place to hang out with friends.

## 2-PROBLEMS/PAIN

- Too much food in inventory will lead to food wastage.
- Less food in inventory will lead to food shortage

## 3-TRIGGERS TO ACT

- Accurate prediction of food orders reduces food wastage.
- Helps in raising awareness in nearby restaurants about food wastage

## 4-EMOTIONS (Before/After)

- When food is not delivered at proper time due to food shortage, customer satisfaction is less.
- Accurate prediction results in delivery of food at proper time thus ensuring customer satisfaction

## 5-AVALIABLE SOLUTION

- Predictive Analysis, Conjoint Analysis, etc.
- Dynamic Approach to product and business projects.

## 6-CUSTOMER LIMITATIONS

- Prediction Result are affected by Social and Economic Factors.
- Need for a computer/Mobile with good internet connectivity for Analysis.

## 7-BEHAVIOUR

- Due to delay of order customer's rating may become low which leads to bad opinion.
- When there is change in Customer's Behaviour, it is important to readjust the resource.

## 8-CHANNELS OF BEHAVIOUR

- ONLINE: Online user can deal with various Industries through their website.
- OFFLINE: They can visit the industry directly, if there is important requirement.

## 9-PROBLEM ROOT/CAUSE

- Excessive Raw Materials (or) Stock.
- Poor Interface and Compatibility.
- Lack of Previous Sales Data

## 10-SOLUTION

- Offering Day-to-Day analysis of Data and Food
- Increasing Customer Satisfaction by fulfilling their requirements.