

## Project Design Phase-I - Solution Fit Template

Project Title: Global Sales Data Analytics

Team ID: PNT2022TMID09265

### Problem-Solution fit

Define CS, fit into CC	<b>1. CUSTOMER SEGMENT(S)</b> A Bussiness owner who would like to understand more about his bussiness performance in global scale.	<b>CS</b>	<b>6. CUSTOMER CONSTRAINTS</b> 1) No online payments available. Buy directly from us. 2) Need to check input file structure before Uploading.	<b>CC</b>	<b>5. AVAILABLE SOLUTIONS</b> 1) The competition perform analytics and display Dashboard with autogenerated insights. 2) Out product provides facility to add manual Insights to the analytics performed.	<b>AS</b>	Explore AS, differentiate
Focus on J&P, tap into BE, understand RC	<b>2. JOBS-TO-BE-DONE / PROBLEMS</b> 1) Determine input file structure. 2) What analysis to perform to be useful? and how to perform them?	<b>J&amp;P</b>	<b>9. PROBLEM ROOT CAUSE</b> 1) IBM. 2) Anna university. 3) Bussiness model. 4) Society	<b>RC</b>	<b>7. BEHAVIOUR</b> 1) Collecting sales data and using office software to analyze it. 2) Un-intuitive way of analyzing data and lot of manual labor.	<b>BE</b>	Focus on J&P, tap into BE, understand RC
Identify strong TR & EM	<b>3. TRIGGERS</b> 1) Have you ever felt that you are unaware of how your bussiness is performing? 2) Have you ever had a decision fatigue? Not knowing what to do next in order to progress? Our product can help you to find that spark to take the next step.	<b>TR</b>	<b>10. YOUR SOLUTION</b> 1) Creating an Interactive Dashboard. 2) Responsive Design for every screen sizes. 3) Manual Insights for each interaction. 4) One time payment.	<b>SL</b>	<b>8. CHANNELS of BEHAVIOUR</b> 8.1 ONLINE Using third party services with automated insights and subscription based services to analyze data.	<b>CH</b>	Extract online & offline CH of BE
	<b>4. EMOTIONS: BEFORE / AFTER</b> Before: Anxiety, Decision fatigue, Lazyness. After : Clear mind, Peacefullness.	<b>EM</b>			8.2 OFFLINE Using office software to analyze complex data in un-intuitive way.		