## **Problem-Solution fit**

fit into CC

ß

## & EM 4 Identify strong

1. CUSTOMER SEGMENT(S)

CS

Youngsters, Understudies, Old Matured People

6. CUSTOMER CONSTRAINTS

CC

RC

SL

5. AVAILABLE SOLUTIONS

AS

Explore AS, differentiate

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

Extract online & offline CH of BE

BE

CH

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

Time Utilization, Saves Time, Need of Web, Need of Cell phone or PC, Simple to Utilize, Effectively Justifiable by Everybody.

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.

2. JOBS-TO-BE-DONE / PROBLEMS

There could be more than one; explore different sides.

Which jobs-to-be-done (or problems) do you address for your customers?

J&P

9. PROBLEM ROOT CAUSE

What is the real reason that this problem exists? What is the back story behind the need to do this job?

Cell Phones Can Be Accused of Less Current Instead of TVs and Radios, Helpful to Utilize and Can be Effectively Conveyed to All over.

7. 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)

3. TRIGGERS

What triggers customers to act? i.e. seeing their neighbour installing

Different Perspective on the Client And Their Fulfillment.

4. EMOTIONS: BEFORE / AFTER

EM

TR

Viewed Only at Home > Anywhere at Any time -This Application Is Useful and Can Be Used Whenever We Want.

10. YOUR SOLUTION

If you are working on an existing business, write down your current solution first.

Client Can Introduce This Application To Save Their Time and Simple to Utilize. They No Need of TVs or Radios to Convey Any place They Need. Just They Need a Cell phone with Web Office.

8. CHANNELS of BEHAVIOUR

8.1 ONLINE

User Needs to Install This Application from A Verified Server. Needs Internet Facility Throughout This Application and to Read News.

0.2 UIIIIIC.

Client Can Download Significant News When the Client Has Web and When the Client Is Disconnected. They Can View the Downloaded

My Environmental elements Has Been
Introduced this Application and I Cherished It to
Utilize In light of the fact that, It Saves My Time

In This News Following Application, A portion of The News Were Phony and A portion of The News Was Genuine and Clients Might Get Irritated Due to This Application and They Could Tell to His Environmental factors So the Impression of The Application Could Get Down. To Determine This one An Administrator Bot Is Made and At whatever point News Get Refreshed in This Application, This Bot Will Actually look at Through Web and Assuming that it is Phony the Bot Naturally Eliminates the Report from The Application.

8.1 Online:

Client Can Do Everything in This Application Utilizing On the web (Web)