Project Design Phase-I
Problem solution fit

Date	15 October 2022
Team ID	PNT2022TMID46719
Project Name	Project – Global Sales Data Analytics
Maximum Marks	2 Marks

Problem solution fit:

The problem solution fit simply means that you have found a problem with your customer and that the solution you have realized for it actually solves the customer's problem. It helps to identify behavioural patterns and recognize on sales.

Purpose:

- Solve complex problems in a way that fits the state of your customers.
- Succeed faster and increase your solution adoption by tapping into existing mediums and channels of behaviour.
- Sharpen your communication and marketing strategy with the right triggers and messaging.
- Increase touch-points with your company by finding the right problem-behaviour fit and building trust by solving frequent annoyances, or urgent or costly problems.
- Understand the existing situation in order to improve it for your target group.

Solution fit:

1. CUSTOMER SEGMENT(S)

A Business organization, online store or seller who would like to understand more about sales in global scale.

6. CUSTOMER CONSTRAINTS

Check input file structure before uploading a file.

Not enable of easy payment.

5. AVAILABLE SOLUTIONS

The competition perform analytics and display dashboard with dynamic insights.

End product provides facility to add manual or dynamic to the dashboard

2. JOBS-TO-BE-DONE / PROBLEMS

Determination input file structure

What analysis to perform to be useful?

9. PROBLEM ROOT CAUSE

Unpredictable sales

Market down

Big amount of data

7. BEHAVIOUR

Collecting sales data

Utilize the data in efficient way.

3. TRIGGERS

Have you ever felt that you are unaware of how your business is performing?

4. EMOTIONS: BEFORE / AFTER

Before: Misunderstanding, un-predictable, decision fatigue.
After: clear mind, better understanding

10. YOUR SOLUTION

Easy payments
Responsive design
Creating an interactive dashboard.
User specified design.

8. CHANNELS of BEHAVIOUR

Using third party software or services with automation insights and subscriptions based services to analyze data.

Offline software to analyze complex data in un-intuitive way.