

Problem-Solution Fit canvas

Purpose / Vision

Version:

Define CS, fit into CL	1. CUSTOMER SEGMENT(S) CS <p>The amount of fuel used by each vehicle within a set time frame.</p>	6. CUSTOMER LIMITATIONS <small>EG. BUDGET, DEVICES</small> CL <p>Addition of speed limiters to the vehicles. Planning routes and assignments.</p>	5. AVAILABLE SOLUTIONS <small>PROS & CONS</small> AS <p>Record the miles on the tripe odometer right before you buy more gas.</p>	Explore AS, differentiate
	2. PROBLEMS / PAINS <small>+ ITS FREQUENCY</small> PR <p>Type of vehicle and weight. The drivers and driving techniques. Poor route optimization.</p>	9. PROBLEM ROOT / CAUSE RC <p>Can provide solution to the fleet companies by better management. Can put the ads of fleet companies and can get into collaboration.</p>	7. BEHAVIOR <small>+ ITS INTENSITY</small> BE <p>Changing driver behavior in your fleet vehicles can have a huge impact on the consumption of fuel.</p>	
Identify strong TR & EM	3. TRIGGERS TO ACT TR <p>Problems such as improper fuel consumption, improver trips arised to have to be resolved.</p>	10. YOUR SOLUTION SL <p>This study using data modelling can help to identify the trend in instaneous fuel consumption and calculate to the total fuel consumed by the vehicle for each trip. Models that can accurate, fast, and able to predict in real time will enable the optimization of fuel consumption.</p>	8. CHANNELS of BEHAVIOR CH <p>ONLINE The fuel usage report combines transactional data, from fuel suppliers with vehicle location and distance to provide consumption, cost, and estimation information across your fleet for the selected reporting period.</p>	Extract online & offline CH of BE
	4. EMOTIONS <small>BEFORE / AFTER</small> EM <p>The three major factors that affect modern customer satisfaction can be categorized as customer perceived quality, value, and service.</p>		<p>OFFLINE</p> <p>Avoid high speeds. Accelerate gently. Maintain a steady speed. Coast to decelerate. Track our fuel consumption.</p>	



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Designed by Daria Nepriakhina / ideahackers.nl - we tailor ideas to customer behaviour and increase solution adoption probability.



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