

## PROPOSED SOLUTION FIT

### CUSTOMER SEGMENT(S)

1. Companies / Organizations.
2. Retailers.
3. Sales and Marketing Team.

### CUSTOMER CONSTRAINTS

1. Low quality of data
2. High cost
3. Going through same process each time like finding the default and essential thing (Like finding low and high selling product)

### AVAILABLE SOLUTIONS

Creating a customized analytics software that will automate the repetitive tasks, which will a lot of time for the customers.

### JOBS-TO-BE-DONE / PROBLEMS

Each time we have to look for some important things in the dataset like which is the least selling product and all. In the current system we have to do some steps in-order to get the output. It will be time consuming if we do this for each and every datasets

### PROBLEM ROOT CAUSE

Repetition of some process each time while analyzing a dataset.

### BEHAVIOUR

Trying to find which is the highest and low selling products by using the analytical tool each time.

### TRIGGERS

Finding basic details (Like which region has the highest selling, etc.) of a dataset without spending a lot of time.

### EMOTIONS

Before: Feeling irate for doing same process again and again  
After: They will feel calm and better

### YOUR SOLUTION

Automating all the repetitive process that takes place during the analysis of a dataset.  
By doing the we can able to show the customer some default analysis whenever the dataset is loaded into the software.

### CHALLENGE OF BEHAVIOUR

Try to find a way to avoid time constraint

