





JOURNEY STEPS	DISCOVERY	REGISTRATION	ONBOARDING AND FRIST USE	SHARING
ACTION	<div>way to measure performance in sales analytics</div>	<div>collect and use sales data</div> <div>perception of price inflation</div> <div>improve company profit</div>	<div>growsales and improve process</div> <div>low chances of customer cheer</div> <div>we can try to avoid losses</div>	<div>review their strategies and performance</div> <div>quality of the product</div> <div>resource and time required</div>
NEEDS AND PAINS	<div>improve customer service</div> <div>increased sales</div>	<div>lower cost</div> <div>price elasticity</div> <div>cost reduction</div>	<div>increased security</div> <div>time reduction</div> <div>increased efficiency</div>	<div>develop a customer profile</div> <div>Power and Scope</div>
TOUCHPOINT	<div>Price Elasticity</div> <div>Expansion of Market</div>	<div>Easy of online Payment</div> <div>Ability to Leverage</div> <div>Ecommerce of scale</div>	<div>Translation of Data</div> <div>Location</div> <div>Product and Recomment</div>	<div>Identification</div> <div>Quality of a product</div>
CUSTOMER FEELING				
OPPORTNITIES	<div>Order Tracking Status</div>	<div>Smart Decision Making</div>	<div>Enhance Security</div>	<div>Pricing Optimization</div>
PROCESS OWNERSHIP	<div>Easy Access to Market</div>	<div>Customer Target</div>	<div>Higher Profit Margin</div>	<div>Lower Marketing Cost</div>