

Team ID : PNT2022TMID41405

Project Title: Global Sales Data Analytics

Project Design Phase-I - Solution Fit Template

1. CUSTOMER SEGMENT(S)	6. CUSTOMER CONSTRAINTS	5. AVAILABLE SOLUTIONS
1. Companies/ Organizations. 2. Retailers. 3. Sales and Marketing Team.	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)	Creating a customized analytics software that will automate the repetitive tasks, which will a lot of time for the customers.

## 2. 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 dataset.

### 9. PROBLEM ROOT CAUSE

Repetition of some process each time while analyzing a dataset.

### 7. BEHAVIOUR

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

3. TRIGGERS	10. YOUR SOLUTION	8. CHANNELS of BEHAVIOUR
Finding basic details (Like which region has the highest selling, etc.) of a dataset without spending a lot of time.	Automating all the repetitive process that takes place during the analysis of a dataset.	Try to find a way to avoid time constraint
<b>4. EMOTIONS: BEFORE / AFTER</b> <b>Before:</b> Feeling irate for doing same process again and again		By doing the we can able to show the customer some default analysis whenever the dataset is loaded into the software.
<b>After:</b> They will feel calm and better.		