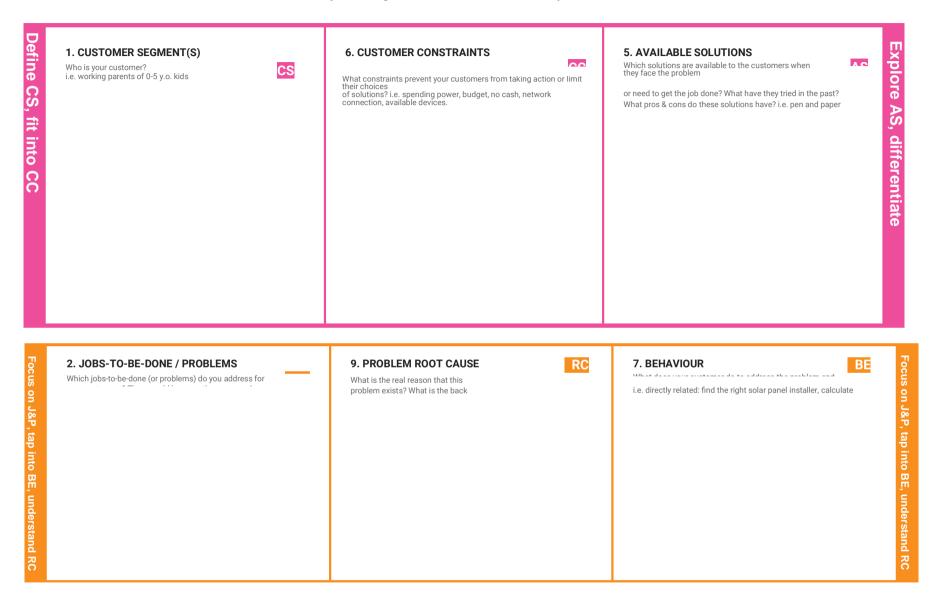
Project Design Phase-I - Solution Fit Template





3. TRIGGERS

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10. YOUR SOLUTION

8. CHANNELS of BEHAVIOUR



What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.

If you are working on an existing business, write down your current solution first, fill in the canvas, and check how much it fits reality.

If you are working on a new business proposition, then keep it blank until you fill in the canvas and come up with a solution that fits within customer limitations, solves a problem and matches customer behaviour.

What kind of actions do customers take online? Extract online channels from #7

What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.

4. EMOTIONS: BEFORE / AFTER



How do customers feel when they face a problem or a job and afterwards? i.e. lost, insecure > confident, in control - use it in your communication strategy & design.