Problem-Solution fit

CS CC AS 1. CUSTOMER SEGMENT(S) **6. CUSTOMER CONSTRAINTS** 5. AVAILABLE SOLUTIONS Explore AS, differentiate 1) The competition perform analytics and display A Bussiness owner who would like to 1) No online payments available. Dashboard with autogenerated insights. understand more about his bussiness Buy directly from us. 2) Out product provides facility to add manual performance in global scale. 2) Need to check input file structure before Insights to the analytics performed. Uploading. J&P RC BE 2. JOBS-TO-BE-DONE / PROBLEMS 9. PROBLEM ROOT CAUSE 7. BEHAVIOUR 1) Determine input file structure. 1) Collecting sales data and using office software to 1) IBM. 2) What analysis to perform to be useful? analyze it. 2) Anna university. on J&P, tap into BE, understand RC and how to perform them? 2) Un-intuitive way of analyzing data and lot of 3) Bussiness model. manual labor. 4) Society 出 on J&P, tap into CH 10. YOUR SOLUTION SL 8. CHANNELS of BEHAVIOUR TR 3. TRIGGERS Extract online & offline CH of BE 8.1 ONLINE 1) Have you ever felt that you are unaware of 1) Creating an Interactive Dashboard. how your bussiness is performing? 2) Have you ever had a decision fatique? Using third party services with automated insights 2) Responsive Design for every screen sizes. and subscription based services to analyze data. Not knowing what to do next in order to 3) Manual Insights for each interaction. progress? 4) One time payment. Our product can help you to find that spark to take the next step. 8.2 OFFLINE 4. EMOTIONS: BEFORE / AFTER EM Before: Anxiety, Decision fatigue, Lazyness. Using office software to analyze complex data in After: Clear mind, Peacefuliness. un-intuitive way.