

PROJECT TITLE: Demand AI Powered Food Forecaster PROJECT DESIGN PHASE 1: Solution Fit Template

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1. CUSTOMER SEGMENT(S)

- Corporate personnel.
- Inventory control group.
- Locals as well as visitors.

2. PROBLEMS / PAINS

- A wrong prediction may end to purchasing & preparing less amount of food which causes shortage.
- Issues related to payments (Security & reliability).
- Inadequate stocks & supply of fresh goods everytime.

3. TRIGGERS TO ACT

- Customer's rating on goods quality.
- Discounted pricing.
- By marketing through ads.

4. EMOTIONS

- Before :Difficult to get proper fresh goods on time.
- After : Based on our solution, customer can easily get their goods and there is no investment of time.

6. CUSTOMER LIMITATIONS

- Prediction maybe inaccurate and time consuming.
- Social, economic and weather factors influence prediction results leading to loss in customer profit.

9. PROBLEM ROOT / CAUSE

- Lack of historical sales data.
- Heavy traffic in the application or poor interface & compatibility.

10. YOUR SOLUTION

- Having a live chat feature, simply have a pop-up window asking "What are the goods requirement? "
- Offering convenience, speed and security based to online payment by using vault debit option.
- By considering clean and trustworthy data including historical & trend projections.
- We are ensuing availability of goods in a fulfillment center.

5. AVAILABLE SOLUTIONS

- Present: Applying methods to forecast demand for the products of an industry, which directs its sales to the food service market.
- Existing: Dynamic forecast approach to fresh & ambient products, prioritizing business projects.

7. BEHAVIOUR

- Undersupply or oversupply of inventory.
- Outbreak of food & labor costs.
- Poor quality leads to customer dissatisfaction and order cancellation.

8. CHANNELS OF BEHAVIOR

Online mode:

- When there is no fulfillment centers around the customer location, they prefer online ordering.
- While there is insufficient of time period customer's prefer online mode.

Offline mode:

- Customers prefer offline orders due to poor payment services and trust issues.