

Project Design Phase-I Problem Solution Fit

Date	22 September 2022
Team ID	PNT2022TMID26965
Project Name	Crude Oil Price Prediction

Problem-Solution fit canvas 2.0

Purpose / Vision

<div style="display: flex; justify-content: space-between;"> <div style="writing-mode: vertical-rl; transform: rotate(180deg); font-weight: bold; font-size: 0.8em;">Define CS, fit into CC</div> <div style="flex-grow: 1;"> <div style="display: flex; justify-content: space-between; align-items: center;"> <div>1. CUSTOMER SEGMENT(S)</div> <div style="background-color: #f8d7da; padding: 2px 5px; font-weight: bold; font-size: 0.7em;">CS</div> </div> <p style="font-size: 0.8em;">Who is your customer?</p> <p>Crude Oil Based Industries and companies for Business purposes</p> </div> </div>	<div style="display: flex; justify-content: space-between;"> <div style="flex-grow: 1;"> <div style="display: flex; justify-content: space-between; align-items: center;"> <div>6. CUSTOMER CONSTRAINTS</div> <div style="background-color: #f8d7da; padding: 2px 5px; font-weight: bold; font-size: 0.7em;">CC</div> </div> <p style="font-size: 0.8em;">What constraints prevent your customers from taking action or limit their choices of solutions?</p> <p>The risks and problems are the obstacles for the customers which limits them from proceeding further in the process.</p> </div> </div>	<div style="display: flex; justify-content: space-between;"> <div style="flex-grow: 1;"> <div style="display: flex; justify-content: space-between; align-items: center;"> <div>5. AVAILABLE SOLUTIONS</div> <div style="background-color: #f8d7da; padding: 2px 5px; font-weight: bold; font-size: 0.7em;">AS</div> </div> <p style="font-size: 0.8em;">Which solutions are available to the customers when they face the problem or need to get the job done? What have they tried in the past? What pros & cons do these solutions have?</p> <p>The frustrations about the results can be avoided by providing a proper timeline and proper planning will be helpful in finishing it in time with the expected output.</p> </div> </div>
<div style="display: flex; justify-content: space-between;"> <div style="writing-mode: vertical-rl; transform: rotate(180deg); font-weight: bold; font-size: 0.8em;">Focus on J&P, tap into BE, understand RC</div> <div style="flex-grow: 1;"> <div style="display: flex; justify-content: space-between; align-items: center;"> <div>2. JOBS-TO-BE-DONE / PROBLEMS</div> <div style="background-color: #fff3cd; padding: 2px 5px; font-weight: bold; font-size: 0.7em;">J&P</div> </div> <p style="font-size: 0.8em;">Which job-to-be-done (or problems) do you address for your customers?</p> <p>The difficulty in predicting the Crude Oil Price more accurately is one of the major problems</p> <p>The information to be collected for providing the desired results may be a problem</p> </div> </div>	<div style="display: flex; justify-content: space-between;"> <div style="flex-grow: 1;"> <div style="display: flex; justify-content: space-between; align-items: center;"> <div>9. PROBLEM ROOT CAUSE</div> <div style="background-color: #fff3cd; padding: 2px 5px; font-weight: bold; font-size: 0.7em;">RC</div> </div> <p style="font-size: 0.8em;">What is the real reason that this problem exists? What is the back story behind the need to do this job?</p> <p>It can both Man-made error or machine error which can sometimes go wrong. This can cause a problem in proving an accurate or desired result. This is the main root cause of this issue.</p> </div> </div>	<div style="display: flex; justify-content: space-between;"> <div style="writing-mode: vertical-rl; transform: rotate(180deg); font-weight: bold; font-size: 0.8em;">Focus on J&P, tap into BE, understand RC</div> <div style="flex-grow: 1;"> <div style="display: flex; justify-content: space-between; align-items: center;"> <div>7. BEHAVIOUR</div> <div style="background-color: #fff3cd; padding: 2px 5px; font-weight: bold; font-size: 0.7em;">BE</div> </div> <p style="font-size: 0.8em;">What does your customer do to address the problem and get the job done?</p> <p>The problems faced by the customer can be reported in a form of a detailed document so that it can be properly addressed by the team and it can rectify.</p> </div> </div>
<div style="display: flex; justify-content: space-between;"> <div style="writing-mode: vertical-rl; transform: rotate(180deg); font-weight: bold; font-size: 0.8em;">Identify strong TR & EM</div> <div style="flex-grow: 1;"> <div style="display: flex; justify-content: space-between; align-items: center;"> <div>3. TRIGGERS</div> <div style="background-color: #d4edda; padding: 2px 5px; font-weight: bold; font-size: 0.7em;">TR</div> </div> <p style="font-size: 0.8em;">What triggers customers to act?</p> <p>The business ideas trigger customers for the crude oil price prediction for the benefits</p> </div> </div>	<div style="display: flex; justify-content: space-between;"> <div style="flex-grow: 1;"> <div style="display: flex; justify-content: space-between; align-items: center;"> <div>10. YOUR SOLUTION</div> <div style="background-color: #d4edda; padding: 2px 5px; font-weight: bold; font-size: 0.7em;">SL</div> </div> <p style="font-size: 0.8em;">If you are working on an existing business, write down your current solution first, fit 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.</p> <p>To address this issue, it needs proper attention in carrying out this process for predicting the crude oil price. Both computer-aided prediction and human calculations should be carried out very carefully.</p> </div> </div>	<div style="display: flex; justify-content: space-between;"> <div style="writing-mode: vertical-rl; transform: rotate(180deg); font-weight: bold; font-size: 0.8em;">Extract online & offline CH of BE</div> <div style="flex-grow: 1;"> <div style="display: flex; justify-content: space-between; align-items: center;"> <div>8. CHANNELS of BEHAVIOUR</div> <div style="background-color: #d4edda; padding: 2px 5px; font-weight: bold; font-size: 0.7em;">CH</div> </div> <div style="font-size: 0.8em;"> 8.1 ONLINE What kind of actions do customers take online? Extract online channels from #7 Discount seekers Wandering customers Loyal customers </div> <div style="font-size: 0.8em;"> 8.2 OFFLINE What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development. Reliable customers Trustful customers </div> </div> </div>

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