

## Project Design Phase

### Problem – Solution Fit Template

Date	15 February 2025
Team ID	PNT2025TMID09745
Project Name	Visualizing Housing Market Trends
Maximum Marks	2 Marks

#### Problem – Solution Fit Template:

The Problem-Solution Fit simply means that you have found a problem with your customer and that the solution you have realized for it actually solves the customer's problem. It helps entrepreneurs, marketers and corporate innovators identify behavioral patterns and recognize what would work and why

#### Purpose:

- ☐ Solve complex problems in a way that fits the state of your customers.
- ☐ Succeed faster and increase your solution adoption by tapping into existing mediums and channels of behavior.
- ☐ Sharpen your communication and marketing strategy with the right triggers and messaging.
- ☐ Increase touch-points with your company by finding the right problem-behavior fit and building trust by solving frequent annoyances, or urgent or costly problems.
- ☐ **Understand the existing situation in order to improve it for your target group.**

#### Template:

**Problem-Solution fit canvas 2.0**
Purpose / Vision

<div style="display: flex; justify-content: space-between; align-items: center;"> <span style="writing-mode: vertical-rl; transform: rotate(180deg); font-size: 0.8em;">Define CS, fit into CC</span> <div> <p><b>1. CUSTOMER SEGMENT(S)</b> <span style="float: right; background-color: #f8d7da; padding: 2px 5px; font-weight: bold;">CS</span></p> <p><small>Who is your customer? i.e. working parents of 0-5 y.o. kids</small></p> <p><b>Real-estate market analysts and strategists like Ethan Hunt, who work at property development firms, investment groups, or large brokerages.</b></p> </div> </div>	<div style="display: flex; justify-content: space-between; align-items: center;"> <div> <p><b>6. CUSTOMER CONSTRAINTS</b> <span style="float: right; background-color: #fff3cd; padding: 2px 5px; font-weight: bold;">CC</span></p> <p><small>What constraints prevent your customers from taking action or limit their choices of solutions? i.e. spending power, budget, no cash, network connection, available devices.</small></p> <p><b>Limited project budgets that require clear ROI justification. Tight deadlines dictated by business planning cycles.</b></p> </div> </div>	<div style="display: flex; justify-content: space-between; align-items: center;"> <div> <p><b>5. AVAILABLE SOLUTIONS</b> <span style="float: right; background-color: #d1ecf1; padding: 2px 5px; font-weight: bold;">AS</span></p> <p><small>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 &amp; cons do these solutions have? i.e. pen and paper is an alternative to digital notetaking</small></p> <p><b>Using Excel or basic built-in charting tools.</b></p> <ul style="list-style-type: none"> <li><b>Pros: No direct cost, total control.</b></li> <li><b>Cons: Extremely time-consuming, visuals are static and uninspiring, poor at handling geographic data, high risk of errors.</b></li> </ul> </div> </div>
<div style="display: flex; justify-content: space-between; align-items: center;"> <span style="writing-mode: vertical-rl; transform: rotate(180deg); font-size: 0.8em;">Focus on J&amp;P, tap into BE, understand RC</span> <div> <p><b>2. JOBS-TO-BE-DONE / PROBLEMS</b> <span style="float: right; background-color: #fff3cd; padding: 2px 5px; font-weight: bold;">J&amp;P</span></p> <p><small>Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.</small></p> <p><b>Translate raw, messy, and voluminous real-estate data (e.g., listings, sales, census data) into clear, interactive, and persuasive visualizations. Communicate market trends, opportunities, and risks to non-technical stakeholders (e.g., executives, investors) to drive strategic decisions.</b></p> </div> </div>	<div style="display: flex; justify-content: space-between; align-items: center;"> <div> <p><b>9. PROBLEM ROOT CAUSE</b> <span style="float: right; background-color: #fff3cd; padding: 2px 5px; font-weight: bold;">RC</span></p> <p><small>What is the real reason that this problem exists? What is the back story behind the need to do this job? i.e. customers have to do it because of the change in regulations.</small></p> <p><b>Word-of-mouth conversations with colleagues and industry peers. Attending real-estate industry conferences, seminars, and local meetups. Internal company meetings where the need for better analytics is discussed.</b></p> </div> </div>	<div style="display: flex; justify-content: space-between; align-items: center;"> <div> <p><b>7. BEHAVIOUR</b> <span style="float: right; background-color: #fff3cd; padding: 2px 5px; font-weight: bold;">BE</span></p> <p><small>What does your customer do to address the problem and get the job done? i.e. directly related: find the right solar panel installer, calculate usage and benefits; indirectly associated: customers spend free time on volunteering work (i.e. Greenpeace)</small></p> <p><b>Direct Actions</b></p> <p><b>Searching online for "real estate data visualization" or "Tableau developers for property analysis." Asking peers for recommendations. Attempting to clean the data themselves. Vetting vendor portfolios for relevant examples.</b></p> </div> </div>
<div style="display: flex; justify-content: space-between; align-items: center;"> <span style="writing-mode: vertical-rl; transform: rotate(180deg); font-size: 0.8em;">Identify strong TR &amp; EM</span> <div> <p><b>3. TRIGGERS</b> <span style="float: right; background-color: #d1ecf1; padding: 2px 5px; font-weight: bold;">TR</span></p> <p><small>What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.</small></p> <p><b>An upcoming quarterly business review, board meeting, or strategy session that requires a clear summary of market performance.</b></p> </div> </div>	<div style="display: flex; justify-content: space-between; align-items: center;"> <div> <p><b>10. YOUR SOLUTION</b> <span style="float: right; background-color: #d1ecf1; padding: 2px 5px; font-weight: bold;">SL</span></p> <p><small>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.</small></p> <p><b>A dedicated data visualization service for real-estate professionals. We are a 4-person team that acts as an extension of the analyst's team, combining deep real-estate knowledge with expert-level Tableau skills.</b></p> </div> </div>	
<div style="display: flex; justify-content: space-between; align-items: center;"> <div> <p><b>4. EMOTIONS: BEFORE / AFTER</b> <span style="float: right; background-color: #d1ecf1; padding: 2px 5px; font-weight: bold;">EM</span></p> <p><small>How do customers feel when they face a problem or a job and afterwards? i.e. lost, insecure &gt; confident, in control - use it in your communication strategy &amp; design.</small></p> <p><b>Overwhelmed by data complexity. Frustrated with the limitations of existing tools. Anxious about deadlines and the clarity of their message. Uncertain about where the true insights are hidden in the raw numbers.</b></p> </div> </div>	<div style="display: flex; justify-content: space-between; align-items: center;"> <div> <p><b>8. CHANNELS of BEHAVIOUR</b> <span style="float: right; background-color: #d1ecf1; padding: 2px 5px; font-weight: bold;">CH</span></p> <p><b>8.1 ONLINE</b></p> <p><small>What kind of actions do customers take online? Extract online channels from #7</small></p> <p><b>Professional networks (LinkedIn) for vetting experts and asking for referrals. Search engines (Google) for finding vendors. Vendor websites, blogs, and case studies. Video conferencing (Zoom/Teams) for discovery calls and demos. Secure cloud storage (OneDrive/Dropbox) for file sharing.</b></p> <p><b>8.2 OFFLINE</b></p> <p><small>What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.</small></p> <p><b>Word-of-mouth conversations with colleagues and industry peers. Attending real-estate industry conferences, seminars, and local meetups. Internal company meetings where the need for better analytics is discussed.</b></p> </div> </div>	

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Created by Daria Nepriakhina / Amaltama.com

## References:

1. <https://www.ideahackers.network/problem-solution-fit-canvas/>
2. <https://medium.com/@epicantus/problem-solution-fit-canvas-aa3dd59cb4fe>