

Define CS, fit into CC	1. CUSTOMER SEGMENT(S) CS Man, who needs to manage finances effectively.	6. CUSTOMER CONSTRAINTS CC No control over spending, not reviewing financial plan regularly, lack of priorities, not saving enough.	5. AVAILABLE SOLUTIONS AS When Expense is out of control, The Personal Expense tracker is the solution to control the Expenses according to their needs as this application track the expense & generate the monthly Expense report.	Explore AS, differentiate
Focus on J&P, tap into BE, understand RC	2. JOBS-TO-BE-DONE / PROBLEMS J&P Expense Tracker system keep a track of Income Expenses on a day to day basis, this need to take income and divide in daily expense, If exceeds cut if from the income and if expense is less it need to add in the savings. This system needs to generate report at the end of every month to show income Expense curve.	9. PROBLEM ROOT CAUSE RC Not living on a budget, Not knowing the priorities in spending, Lacking a financial purpose.	7. BEHAVIOUR BE Customer should set their budget and spend accordingly. He can make use of management tips given by the system to save his money effectively.	Focus on J&P, tap into BE, understand RC
Identify strong TR & CM	3. TRIGGERS TR Customer finds that at the end of the month they don't have sufficient money to meet their needs which urges them to use Expense tracker.	10. YOUR SOLUTION SL A Personal Expense tracker application, with which will be able to allocate money to different priorities and this will also help to cutdown on unnecessary spending and	8.CHANNELS of BEHAVIOUR CH Customer needs to input their monthly income and expense to manage their finance. Can view their generated report. Can view their Previous spending.	Identify strong TR & CM

4. EMOTIONS: BEFORE / AFTER

M

Before: Less financial security, a higher likelihood of going into dept, and more financial stress.

After: More financial security, stress free financial control.

E

helps to budget money so that can use it wisely.