

Project Design Phase

Problem – Solution Fit Template

Date	31 January 2026
Team ID	LTVIP2026TMIDS61983
Project Name	iRevolution: A Data-driven Exploration of Apple's iPhone Impact in India using Tableau
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.**
- ☐

Problem-Solution Fit canvas

IREVOLUTION: A DATA-DRIVEN EXPLORATION OF
APPLE'S IPHONE, IMPACT IN INDIA USING TABLEAU

<div style="display: flex; justify-content: space-between; align-items: center;"> <div style="writing-mode: vertical-rl; transform: rotate(180deg); font-size: 0.8em;">Define CS, fit into CL</div> <div> 1. CUSTOMER SEGMENT(S) CS <p>Product Managers, Market Analysts at Apple and Stakeholders</p> </div> <div style="writing-mode: vertical-rl; font-size: 0.8em;">Explore AS, differentiate</div> </div>	<div style="display: flex; justify-content: space-between; align-items: center;"> <div> 6. CUSTOMER LIMITATIONS CL <small>EG. BUDGET, DEVICES</small> <p>Time, Adaptation to Tabao</p> </div> </div>	<div style="display: flex; justify-content: space-between; align-items: center;"> <div> 5. AVAILABLE SOLUTIONS AS <small>PROS & CONS</small> <p>Generic spread sheets Bi dashboards</p> </div> </div>
<div style="display: flex; justify-content: space-between; align-items: center;"> <div style="writing-mode: vertical-rl; transform: rotate(180deg); font-size: 0.8em;">Focus on PR, tap into BE, understand RC</div> <div> 2. PROBLEMS / PAINS PR <small>+ ITS FREQUENCY</small> <p>Disjointed data Weak visual insights Scattered data</p> </div> <div style="writing-mode: vertical-rl; font-size: 0.8em;">Focus on PR, tap into BE, understand RC</div> </div>	<div style="display: flex; justify-content: space-between; align-items: center;"> <div> 9. PROBLEM ROOT / CAUSE RC <p>Fragmented, static dashboards</p> </div> </div>	<div style="display: flex; justify-content: space-between; align-items: center;"> <div> 7. BEHAVIOR BE <small>+ ITS INTENSITY</small> <p>Constant spreadsheet - updates digging for meaningful numbers</p> </div> </div>
<div style="display: flex; justify-content: space-between; align-items: center;"> <div style="writing-mode: vertical-rl; transform: rotate(180deg); font-size: 0.8em;">Identify strong TR & EM</div> <div> 3. TRIGGERS TO ACT TR <p>Filter by year, quarter Spec-price charts</p> </div> <div style="writing-mode: vertical-rl; font-size: 0.8em;">Extract online & offline CH of BE</div> </div>	<div style="display: flex; justify-content: space-between; align-items: center;"> <div> 10. YOUR SOLUTION SL <p>Creation of intuitive visual analytics with Dark UI for great User Experience with the use of eye comfort and eye feast color palette Interactive drag-and-drop filters</p> </div> </div>	<div style="display: flex; justify-content: space-between; align-items: center;"> <div> 8. CHANNELS of BEHAVIOR CH <p>ONLINE</p> <hr/> <p>OFFLINE</p> </div> </div>
<div style="display: flex; justify-content: space-between; align-items: center;"> <div> 4. EMOTIONS EM <small>BEFORE / AFTER</small> <p>Confounded Confident</p> </div> </div>		