

Project Design Phase
Problem – Solution Fit Template

Date	1 FEB 2026
Team ID	LTVIP2026TMIDS62200
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.**
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Problem-Solution Fit canvas

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

1. CUSTOMER SEGMENT(S) Product Managers, Market Analysts at Apple and Stakeholders	CS	6. CUSTOMER LIMITATIONS EG. BUDGET, DEVICES Time, Adaptation to Tabao	CL	5. AVAILABLE SOLUTIONS PROS & CONS Generic spread sheets BI dashboards	AS	Explore AS, differentiate
2. PROBLEMS / PAINS + ITS FREQUENCY Disjointed data Weak visual insights Scattered data	PR	9. PROBLEM ROOT / CAUSE Fragmented, static dashboards	RC	7. BEHAVIOR + ITS INTENSITY Constant spreadsheet - updates digging for meaningful numbers	BE	Focus on PR, the into BE, understand RC.
3. TRIGGERS TO ACT Filter by year, quarter Spec-price charts	TR	10. YOUR SOLUTION 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	SL	8. CHANNELS of BEHAVIOR ONLINE OFFLINE	CH	Extract online & offline CH of BE
4. EMOTIONS BEFORE / AFTER Confounded Confident	EM					