

## Project Design Phase

### Problem – Solution Fit Template

Date	02 February 2026
Team ID	LTVIP2026TMIDS90948
Project Name	Online Payments Fraud Detection using Machine Learning
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:

<p><b>Define CS, fit into CC</b></p> <p><b>1. CUSTOMER SEGMENT(S)</b> Who is your customer? I.e. working parents of 0-5 y.o. kids</p>	<p><b>CS</b></p> <p><b>6. CUSTOMER CONSTRAINTS</b> 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.</p>	<p><b>CC</b></p> <p><b>5. AVAILABLE SOLUTIONS</b> 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</p>	<p><b>AS</b></p> <p><b>Explore AS, differentiate</b></p>
<p><b>J&amp;P</b></p> <p><b>2. JOBS-TO-BE-DONE / PROBLEMS</b> Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.</p>	<p><b>RC</b></p> <p><b>9. PROBLEM ROOT CAUSE</b> 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.</p>	<p><b>BE</b></p> <p><b>7. BEHAVIOUR</b> 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)</p>	<p><b>Focus on J&amp;P, RC</b></p>

3. TRIGGERS	TR	10. YOUR SOLUTION	SL	8. CHANNELS of BEHAVIOUR	CH
4. EMOTIONS: BEFORE / AFTER	EM			8.1 ONLINE	Extract online & offline CH of BE

## References:

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