

Project Design Phase Problem – Solution Fit Template

Date	15 February 2025
Team ID	LTVIP2026TMIDS54383
Project Name	Educational Organisations using service now
Maximum Marks	2 Marks

Problem – Solution Fit Template:

Problem–Solution Fit means identifying a real problem faced by users and providing a solution that effectively solves it. In this project, the admission process is automated using the ServiceNow platform to improve efficiency, reduce manual errors, and provide better tracking of admission records.

Purpose

- To solve admission management problems using an automated workflow system.
- To improve process efficiency by replacing manual operations.
- To increase adoption through a simple and user-friendly system.
- To improve communication and transparency between administration and users.
- To understand existing manual challenges and provide a better digital solution.

Template:

Define CS, fit into CC	1. CUSTOMER SEGMENT(S) <small>Who is your customer? I.e. working parents of 0-5 y.o. kids</small>	6. CUSTOMER CONSTRAINTS <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>	5. AVAILABLE SOLUTIONS <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 & cons do these solutions have? I.e. pen and paper is an alternative to digital notetaking</small>	Explore AS, differentiate
Focus on J&P, tap into BE, understand RC	2. JOBS-TO-BE-DONE / PROBLEMS <small>Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.</small>	9. PROBLEM ROOT CAUSE <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>	7. BEHAVIOUR <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>	Focus on J&P, tap into BE, understand RC
Identify strong TR & EM	3. TRIGGERS <small>What triggers customers to act? I.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.</small>	10. YOUR SOLUTION <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>	8. CHANNELS of BEHAVIOUR <small>8.1 ONLINE What kind of actions do customers take online? Extract online channels from #7</small>	Extract online & offline CH of BE
	4. EMOTIONS: BEFORE / AFTER <small>How do customers feel when they face a problem or a job and afterwards? I.e. lost, insecure > confident, in control - use it in your communication strategy & design.</small>		8.2 OFFLINE <small>What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.</small>	

References:

1. <https://www.idealhackers.network/problem-solution-fit-canvas/>
2. <https://medium.com/@epicantus/problem-solution-fit-canvas-aa3dd59cb4fe>
 - Medium – *Problem Solution Fit Canvas Explanation*
<https://medium.com/@epicantus/problem-solution-fit-canvas-aa3dd59cb4fe>
 - ServiceNow – Official Documentation
<https://www.servicenow.com/docs/>
 - IBM Cloud Architecture Center – Architecture References
<https://www.ibm.com/cloud/architecture>