

Project Design Phase

Problem – Solution Fit

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Team ID	LTVIP2025TMID38851
Project Name	TO SUPPLY LEFTOVER FOOD TO POOR

Problem-Solution Fit:

Problem-Solution Fit is a critical stage in product or project development where you ensure that the solution you are designing actually addresses a real, specific, and validated problem faced by a target user group.

It occurs when:

You have clearly identified a problem.

You understand who is facing the problem (target users).

You have developed a solution that directly solves the problem.

There is evidence or feedback that the solution works or is desirable.

Problem Statement:

Every day, large quantities of food from events, restaurants, and organizations go to waste, while a significant population suffers from hunger and food insecurity.

Key problems include:

- Food wastage at venues due to lack of timely redistribution.
- Lack of a centralized system to track surplus food, volunteers, and drop-off points.
- Inefficient communication among donors (venues), volunteers, and NGOs.
- Inability to match surplus food with nearby needy people within safe timeframes.
- Manual record-keeping leads to poor coordination and data loss.

Proposed Solution:

The project leverages Salesforce CRM to build a **Food Redistribution App ("FoodConnect")** that connects donors, volunteers, and NGOs. Here's how the solution addresses the core problems:

Matching the Solution to Each Problem:

Problem	Solution Component (in Salesforce)
Surplus food is not identified or tracked	Venue Object – Stores food donors' details including geolocation, contact info, and surplus food
No easy way to coordinate delivery	Task Object – Contains task info (e.g., food type, number of people served, delivery date)
Manual volunteer coordination	Volunteer Object – Maintains a database of available volunteers with schedules and contact info
No optimized distribution based on distance	Drop-Off Point + Geolocation + Distance Calculation – Automatically calculates nearest distribution points
Data silos and poor communication between NGOs	Public Groups + Sharing Rules – Control visibility and data access securely among NGOs based on distance rules
Lack of Visibility & Monitoring	Dashboards & Reports – Real-time tracking of execution, food category, and volunteer activities
Complex User Management	NGO User Profiles & Roles – Simplified role-based access and user creation for multiple NGOs

Why This Solution Fits Well:

1. **Validated Need:** Hunger and food wastage are parallel crises – the target users (NGOs, volunteers, beneficiaries) directly benefit from a faster, tech-enabled food distribution model.
2. **Automation Reduces Delay:** With triggers, flows, and calculated fields, tasks like distance calculation and execution assignment are automated, reducing human error.
3. **Scalability:** As new NGOs, venues, and volunteers are added, the system scales seamlessly with minimal admin effort.
4. **Transparency:** Centralized reporting ensures stakeholders can track food donations, deliveries, and impact.
5. **Inclusivity:** Volunteers can register, NGOs can join, and donors can submit food info – the app promotes a collaborative community model.

Achieving problem-solution fit ensures:

- You are not building a solution for a problem that doesn't exist.
- Your team doesn't waste resources solving the wrong issues.
- You establish a strong foundation for product-market fit, user adoption, and growth.
- It increases chances of success in real-world implementation.

Final Summary:

The problem-solution fit is strong: The Salesforce-based solution directly targets the inefficiencies in food redistribution. It does not just digitize existing processes but optimizes them using CRM capabilities like automation, workflows, access control, and real-time reporting.