

Project Design Phase

Problem – Solution Fit

Date	20 February 2026
Team ID	LTVIP2026TMIDS80887
Project Name	FreelanceFinder: Discovering Opportunities, Unlocking Potential
Maximum Marks	2 Marks

Problem – Solution Fit Template:

The project addresses the inefficiencies and lack of transparency in managing freelance projects through unstructured or manual systems. Clients often struggle to find suitable freelancers, while freelancers face difficulty in discovering reliable projects and secure payment mechanisms.

The proposed solution directly fits these problems by providing a centralized, role-based web platform that streamlines project posting, bidding, communication, and management. By integrating secure authentication, structured workflows, and real-time status tracking, the system ensures clarity, accountability, and efficiency for both clients and freelancers, effectively bridging the gap between demand and skilled talent.

Table:

Problem-Solution Fit Canvas

Define CS, frntn CC		CS	CC	AS	Explore AS, diffnss
Define BC, Preqnd RG	Define CS, frntn CC	1. CUSTOMER SEGMENT(S) Who is your customer? Is working parents of 5+ a. kids. <ul style="list-style-type: none">Clients seeking freelancers for various projectsFreelancers looking for new job opportunities	2. CUSTOMER CONSTRAINTS Which constraints prevent customers from taking action or limit their choices of offerings from Airbnb. <ul style="list-style-type: none">Budget limitations for hiring freelancersConcerns about finding trustworthy freelancers	3. AVAILABLE SOLUTIONS What do customers currently use to overcome when they have the problem they are facing? <ul style="list-style-type: none">Generic freelance platforms like Upwork, Fiverr, FreelancerPosting on job boards and social media to find freelancers	Focus on AS, diffnss
End-to-end RG	Define BC, Preqnd RG	4. JOBS-TO-BE-DONE / PROBLEMS What jobs-to-be-done (or problems) do you for your customers? These could be new ones, replace different tasks. <ul style="list-style-type: none">Finding and hiring qualified freelancers for various project tasksManaging communication, payments, and project milestones efficientlyEnsuring secure and transparent transactions between clients and freelancers	5. PROBLEM ROOT CAUSE What is the real reason that this problem exists? What is holding customers back from solving the problem? <ul style="list-style-type: none">Lack of centralized, easy-to-use platform for hiring and managing freelancersCustomers have no little to no trust due to unclear and unreliable processes	6. BEHAVIOUR What does your freelance platforms, job boards, or social media to find freelancers? - Ifs <ul style="list-style-type: none">Using multiple Infrle, telelances, job boards, or social media to find freelancersManually tracking projects, milestones, and payments through spreadsheets and personal notes	Focus on diffnss, Don't RG
Identify P1, hnts G & EM	End-to-end RG	4. TRIGGERS What triggers customers to act, such as seeing their neighbor installing solar panels, reading about a new efficient solution in the news? Job, freelancers seeking consistent work appears that trigger their search.	8. YOUR SOLUTION A central online freelance platform connecting clients with verified freelancers, securing trust and transparency, all in one place, project management, and user-friendly interface.	9. CHANNELS OF BEHAVIOUR ONLINE: <ul style="list-style-type: none">Search for freelancers using freelance marketplaces via website or appPost projects and receive bidsCommunicate and make payments through the platform	Focus on diffnss, Don't RG
Hedging P1, hnts G & EM	Identify P1, hnts G & EM	10. EMOTIONS: BEFORE / AFTER How do customers feel before and after using your product? How do these job freelancers feel post-client interaction for management transitions, feedbacks, thus such has a root cause centered around client retention?	Before <ul style="list-style-type: none">Uncomfortable, distrustful of freelancersOverwhelmed by the hiring processWorried about payment security After <ul style="list-style-type: none">Relaxed with ensure secure payments procedure that prevents fraudulenceConfident in hiring processRebates with escrow payment managementDigitalized by streamlined project managementConfident in hiring processRebates with escrow payment management	10. CHANNELS OF BEHAVIOUR OFFLINE: <ul style="list-style-type: none">Occasionally seek out known freelancers in their networkMeet freelancers for kick-off meetings and updates in person	OH OR ELSE