

Project Design Phase

Problem – Solution Fit Template

Date	15 February 2026
Team ID	LTVIP2026TMIDS59772
Project Name	electric motor temperature prediction 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:

1. CUSTOMER SEGMENT(S) Who is your customer? i.e. working process of 25-40 years old.	2. CUSTOMER CONSTRAINTS What constraints prevent your customer from taking action or hindering choices of solutions? i.e. - monetary issues, budget restraints, network connections, available devices.	3. AVAILABLE SOLUTIONS What solutions are available to the customer when they face the problem? Is there a digital alternative? i.e. paper & pencil vs digital recording
4. JOBS-TO-BE-DONE / PROBLEMS Which jobs do your customers do or problems do you solve for your customer? There could be more than one explore different sides.	5. PROBLEM ROOT CAUSE What is the real reason their problem exists? What is the legal, legal behind the need to do this job? i.e. customer has to do it because of the change in regulations.	6. BEHAVIOR What does your customer do to address the problem and get the job done? i.e. directly related: find the right sales panel materials, calculate usage and benefits indirectly associated: customers spend free time on volunteering work i.e. entrepreneurial
7. TRIGGERS What triggers customers to act? i.e. having many employees installing solar panels, needing about a more efficient solution to the issue.	8. YOUR SOLUTION If you are working on an existing business, write down your current solution here. If you are working on a new business proposition, then map it down until you fit in the customer and come up with a solution that will solve customer's problem, solve a problem and satisfies customer's demand.	9. CHANNELS OF BEHAVIOR What kind of solutions do customers take offline? Excess offline channels from AT point can think for customer development.
10. EMOTIONS: BEFORE / AFTER How do customers feel when they have a problem or a job and afterwards? i.e. feel increase in satisfaction, in control - over it to your commercialization strategy & design.		11. CHOOSE A CHANNEL Extract solution & define CH or RE

References:

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