# Project Design Phase Problem – Solution Fit Template

Date	26 June 2025
Team ID	LTVIP2025TMID31149
Project Name	To Supply Leftover Food To Poor
College Name	Ideal Institute Of Technology

#### **Problem – Solution Fit Template:**

In many urban and semi-urban areas, large quantities of edible food are wasted daily by restaurants, hotels, and event organizers, while thousands of underprivileged people struggle with hunger. The core problem lies in the lack of a structured, scalable, and real-time system to connect surplus food sources with those in need. By leveraging Salesforce's cloud platform, automation tools, and AI capabilities, we address this gap with an efficient, end-to-end solution that facilitates quick food donation, intelligent matching, real-time tracking, and secure delivery through verified NGOs and volunteers. Our system taps into existing donor behavior and mobile connectivity, making the process simple and accessible. By solving an urgent and recurring issue through a platform that builds transparency, trust, and accountability, we increase the likelihood of adoption. This approach not only reduces food waste but also creates a social impact that resonates with both donors and recipients—improving lives while promoting responsible resource use.

## **DIAGRAM:**

# 1. CUSTOMER SEGMENTIS)

CS

# 5. CUSTOMER CONSTRAINS

CC

Who are your customer segments? Be as specific as you can What prevents target customer from solving either on their own a with srisition? E.g. a spending power, budget, lack of time

# 2. JOBS-TO-BE-DONE / PROBLEMS

J&P

# 6. PROBLEM ROOT CAUSE

RC

Which jobs-to-be-done or poblems do you solve for your customers There can be more than one problem What is the need or tension that drives the problem?

List mose factors that are needed to lead to this problem.

# 3. TRIGGERS

FR

# 7. BEHAVIOUR

B

What are the events that trigger these jobs-to-be-done ouproblems? E.g. reporting monthly. renewing X

What observable behaviour have you seen of customer segments you serve? E.g. things your customers say. inconsistencies between what customers say they are doing ann what they are actually doing

#### 3. TRIGGERS

TIL

## 8. CHANNELS & BEHAVIOUR

CH

What are the events that trigger these jobs-to-be-done or problems? and ma E.g. reporting monthly.

renewing X

Where do your customers hang out and make money decisions?