

Project Design Phase

Problem – Solution Fit Template

Date	23 June 2025
Team ID	LTVIP2025TMID29069
Project Name	Medical Inventory Management
Maximum Marks	2 Marks

Problem – Solution Fit Template for Medical Inventory Management

The Problem–Solution Fit in Medical Inventory Management means recognizing the operational inefficiencies and challenges faced by healthcare facilities (clinics, hospitals, labs, etc.) in managing medical supplies—and ensuring that your proposed solution effectively addresses those issues. This fit helps health tech innovators, operations managers, and medical administrators uncover behavioral bottlenecks and craft effective solutions.

Purpose:

- ☐ Address real-world inefficiencies in tracking, stocking, and managing medical inventory across healthcare institutions.
- ☐ Improve solution adoption by aligning inventory software and processes with how clinics and hospitals currently operate.
- ☐ Enhance decision-making by identifying key inventory triggers (e.g., low stock alerts, expiration dates) and communicating them effectively.

Template:

<div style="background-color: #f0f0f0; padding: 2px; font-weight: bold; text-align: center;">1. CUSTOMER SEGMENT(S)</div> <div style="text-align: right; font-weight: bold; color: #007bff; font-size: 0.8em;">CS</div> <p style="font-size: 0.8em;">Who is your customer? i.e. working parents of 0-5 y.o. kids</p>	<div style="background-color: #f0f0f0; padding: 2px; font-weight: bold; text-align: center;">6. CUSTOMER CONSTRAINTS</div> <div style="text-align: right; font-weight: bold; color: #007bff; font-size: 0.8em;">CC</div> <p style="font-size: 0.8em;">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.</p>	<div style="background-color: #f0f0f0; padding: 2px; font-weight: bold; text-align: center;">5. AVAILABLE SOLUTIONS</div> <div style="text-align: right; font-weight: bold; color: #007bff; font-size: 0.8em;">AS</div> <p style="font-size: 0.8em;">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</p>
<div style="background-color: #f0f0f0; padding: 2px; font-weight: bold; text-align: center;">2. JOBS-TO-BE-DONE / PROBLEMS</div> <div style="text-align: right; font-weight: bold; color: #007bff; font-size: 0.8em;">J&P</div> <p style="font-size: 0.8em;">Which job-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.</p>	<div style="background-color: #f0f0f0; padding: 2px; font-weight: bold; text-align: center;">9. PROBLEM ROOT CAUSE</div> <div style="text-align: right; font-weight: bold; color: #007bff; font-size: 0.8em;">RC</div> <p style="font-size: 0.8em;">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.</p>	<div style="background-color: #f0f0f0; padding: 2px; font-weight: bold; text-align: center;">7. BEHAVIOUR</div> <div style="text-align: right; font-weight: bold; color: #007bff; font-size: 0.8em;">BE</div> <p style="font-size: 0.8em;">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)</p>
<div style="background-color: #f0f0f0; padding: 2px; font-weight: bold; text-align: center;">3. TRIGGERS</div> <div style="text-align: right; font-weight: bold; color: #007bff; font-size: 0.8em;">TR</div> <p style="font-size: 0.8em;">What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.</p>	<div style="background-color: #f0f0f0; padding: 2px; font-weight: bold; text-align: center;">10. YOUR SOLUTION</div> <div style="text-align: right; font-weight: bold; color: #007bff; font-size: 0.8em;">SL</div> <p style="font-size: 0.8em;">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.</p>	<div style="background-color: #f0f0f0; padding: 2px; font-weight: bold; text-align: center;">8. CHANNELS of BEHAVIOUR</div> <div style="text-align: right; font-weight: bold; color: #007bff; font-size: 0.8em;">CH</div> <p style="font-size: 0.8em;">8.1 ONLINE What kind of actions do customers take online? Extract online channels from #7</p> <p style="font-size: 0.8em;">8.2 OFFLINE What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.</p>