



Says

What have we heard them say?  
What can we imagine them saying?



Thinks

What are their wants, needs, hopes, and dreams?  
What other thoughts might influence their behavior?

Techpro  
Solutions

What are the projects we provide to the client.

What are the sources for recruit IT professionals.

How we perform the project as per the client requirements and find proper solution.

Provide various projects to the client who has needed.

Appointed highly IT professional and paid huge salaries.

Duration of projects,how many employees involved and other factors are consider and fix project charges

Enrolled the details of clients depends upon their projects.

Entry of service provided(project completion)invoice to the client and collect the amount in various stage.

Enter the projectwise expenses and merge with particular project for finding project cost.

Generating client invoices is very reliable and useful in zoho books.

Finding estimation cost for the project is very useful in zoho books.

Entry of clients depends upon their projects is very effective.



Does

What behavior have we observed?  
What can we imagine them doing?



Feels

What are their fears, frustrations, and anxieties?  
What other feelings might influence their behavior?

See an example