



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?

premkumar  
prakash  
santhanam  
ragul gandhi

tech  
solutions is  
IT services  
company

techpro  
solutions is a  
private limited  
company and  
also registerd

utilizes zoho  
books to  
efficently their  
clints billing  
and invoicing

the software helps  
them strealmine  
their finance  
processes and  
provides insights  
into their  
profitablitty

under gst in  
tamilnadu.tech pro  
solutions offer  
various expert it  
consulting services  
in india and outside  
india

\*sales order creations  
\*so invoice  
conversations  
\*sales invoice  
creations  
\*recipet marking to  
sale invoice

financial reports  
\*balance sheet  
profit and loss  
\*gstr-3b  
\*journal reports  
\*accounts payable  
\*accounts recevables

the notification  
sections will notify  
you of any customer  
activity on the  
custmeras well as  
announcenent the  
zoho books team

click on the  
recent activites  
option will be  
display of list of  
most recent  
transections

techpro solutions list  
of various services  
\*it consulting  
\*software  
development  
\*web maintanance  
\*cloud services  
\*cybersecurity

sevices  
\*creations  
\*review  
\*new accounts  
and ledger

techpro it  
solutions a  
company&digital  
marketing  
agency



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?