

PROJECT DESIGN PHASE

PROBLEM SOLUTION-FIT

Date	FEBRUARY 2026
Team ID	LTVIP2026TMIDS37352
Project Name	ToyCraft tales: tableau's vision into toy manufacturer data
Maximum Marks	2 Marks

Problem solution fit

1. CUSTOMER SEGMENT(S) <small>(CS)</small>	6. CUSTOMER LIMITATIONS <small>(CL)</small>	5. AVAILABLE SOLUTIONS <small>(PLACES & METHODS)</small> <small>(AS)</small>
Small-to-medium U.S. toy manufacturing companies operating from 2005 to 2016	<ul style="list-style-type: none"> Budget constraints for sophisticated tools. Lack of in-house technical expertise. Dependency on legacy systems. 	<ul style="list-style-type: none"> Manual Excel analysis (time-consuming, error-prone). General-purpose BI tools (complex setup, non-domain-specific). Consultant-driven reports (expensive, not scalable).
2. PROBLEMS / PAINS <small>(PR)</small>	9. PROBLEM ROOT / CAUSE <small>(RC)</small>	7. BEHAVIOR <small>(BE)</small>
<ul style="list-style-type: none"> Lack of tools to analyze historical manufacturing and sales data. Difficulty identifying trends and seasonal shifts. Inability to make data-backed decisions. Fragmented or inaccessible archival data. 	<p>Root Cause: Lack of easy-to-use, tailored analytics solutions for the toy manufacturing domain.</p> <p>Frequency: Occurs every fiscal quarter and peak business periods</p>	<ul style="list-style-type: none"> Maintain Excel-based records. Intermittently review past data during key decisions. Attend trade shows and research online for tools. Outsource occasional analytics.
3. TRIGGERS TO ACT <small>(TA)</small>	10. YOUR SOLUTION <small>(YS)</small>	8. CHANNELS of BEHAVIOR <small>(CH)</small>
<p>Annual business reviews and planning cycles.</p> <p>Increase in market competition.</p> <p>Demand for modern, analytics-driven reporting from management.</p>	<p>A cloud-based, domain-specific analytics platform allowing toy manufacturers to upload historical data (e.g., spreadsheets), process and visualize trends, and receive actionable business insights. Features include dashboard generation, trend reports, and integration options for legacy systems.</p>	<ul style="list-style-type: none"> Online: Manufacturer forums, LinkedIn groups, trade websites. Offline: Industry expos, consultant meetings, internal planning workshops.
4. EMOTIONS <small>(EM)</small>		
<ul style="list-style-type: none"> <i>Before:</i> Frustration, confusion, indecision, fear of missed opportunities. <i>After:</i> Confidence, clarity, empowerment, improved decision-making. 		

Identify strong triggers

Identify CS, PR, CL, AS