

PROJECT DESIGN PHASE

PROBLEM SOLUTION-FIT

Date	FEBRUARY 2026
Team ID	LTVIP2026TMIDS87624
Project Name	ToyCraft tales: tableau's vision into toy manufacturer data
Maximum Marks	2 Marks

Problem solution fit

<p>before CS, BE, and CL</p> <p>Focus on PR, TR, and BE, understand BE</p> <p>Identify strong TR & CL</p>	<p>1. CUSTOMER SEGMENT(S) CS</p> <p>Small-to-medium U.S. toy manufacturing companies operating from 2005 to 2015</p>	<p>6. CUSTOMER LIMITATIONS CL</p> <ul style="list-style-type: none"> Budget constraints for sophisticated tools. Lack of in-house technical expertise. Dependency on legacy systems. 	<p>5. AVAILABLE SOLUTIONS AS <small>PLANNED & IDENTIFIED</small></p> <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).
	<p>2. PROBLEMS / PAINS PR <small>ITS FREQUENCY</small></p> <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>9. PROBLEM ROOT / CAUSE RC</p> <p><i>Root Cause:</i> Lack of easy-to-use, tailored analytics solutions for the toy manufacturing domain.</p> <p><i>Frequency:</i> Occurs every fiscal quarter and peak business periods</p>	<p>7. BEHAVIOR BE <small>ITS INTENSITY</small></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.
	<p>3. TRIGGERS TO ACT TR</p> <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>10. YOUR SOLUTION SL</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>	<p>8. CHANNELS of BEHAVIOR CH</p> <ul style="list-style-type: none"> Online: Manufacturer forums, LinkedIn groups, trade websites. Offline: Industry expos, consultant meetings, internal planning workshops.
	<p>4. EMOTIONS ER</p> <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. 		