

Define CS, fit into CL		Focus on PR, tap into BE, understand RC		Identify strong TR & EM	
<div>1. CUSTOMER SEGMENT(S)<div><div>CS</div><ul style="list-style-type: none">Commercial working people travelling from one point to anotherBasically belonging to 18+years oldPerson whose vehicle experienced some accident or damage in the vehicleA Customer with valid insurance policy to claim</div></div>		<div>2. PROBLEMS / PAINS<div><div>PR</div><ul style="list-style-type: none">The main problem will be time consumption in assessing the damage cost and damage percentageTo address such an issue it is very important to provide accurate damage percentage and unified cost for that damageFailed to provide perfect value for damage by the insurance companies</div></div>		<div>3. TRIGGERS TO ACT<div><div>TR</div><ul style="list-style-type: none">Technologies advancement in the field of predictions and estimationColleagues and society demanding instant insurance claimCustomer wanting to be independent without falling into false traps</div><div>4. EMOTIONS<div><div>EM</div><div>Before<ul style="list-style-type: none">Delay in insurance claimUnable to claim an accurate amount for vehicle damage</div><div>After<ul style="list-style-type: none">Customers felt independentReceived their insurance claims at an instant</div></div></div></div>	
<div>6. CUSTOMER LIMITATIONS<div><div>CL</div><ul style="list-style-type: none">Troubled network connection might lead to inaccessible of certain featuresImproper images or blurred images might affect the accurate performance of the application</div></div>		<div>8. PROBLEM ROOT / CAUSE<div><div>RC</div><ul style="list-style-type: none">Deviation or variation from the company calculated cost and the actual costRapid development in the AI field paved way to many advance methodologies of estimation</div></div>		<div>9. YOUR SOLUTION<div><div>SL</div><ul style="list-style-type: none">Accurately estimate the damage percentagePredict the region of damage with respect to the vehicleUse fast processing algorithm for functionalityInteractive and user- friendly solution to make it easily accessible for the userEliminating human error while estimation</div></div>	
<div>5. AVAILABLE SOLUTIONS<div><div>AS</div><div>Pros<ul style="list-style-type: none">Cost estimation done by manual calculationsUsing slow processing algorithms to detect the damage</div><div>Cons<ul style="list-style-type: none">The estimated values stays within the customer and bank agentEstimated cost varies frequently</div></div></div>		<div>7. BEHAVIOR<div><div>BE</div><ul style="list-style-type: none">The customer has to upload the images of the car after an accidentThe application will instantly evaluate the damages and displays the claim amount the customer</div></div>		<div>8. CHANNELS of BEHAVIOR<div><div>CH</div><div>ONLINE<ul style="list-style-type: none">Webpage can be accessed to estimate damage using input imageQuick access of the artificial intelligence-based algorithm for damage assessment</div><div>OFFLINE<ul style="list-style-type: none">Reach out to the respect insurance agent or the corresponding bank to proceed further with the insurance payment protocolsValidate the estimate cost with the cost provided by the firm</div></div></div>	
Explore AS, differentiate		Focus on PR, tap into BE, understand RC		Extract online & offline CH of BE	