

Define CS, fit into CC	<div>CUSTOMER SEGMENT(S)<div>CS</div></div> <div><ul style="list-style-type: none">Vehicle owners and insurance Companies</div>	<div>CUSTOMER CONSTRAINTS<div>CC</div></div> <div><ul style="list-style-type: none">Not understandable cost estimationResource accessingCustomer trust</div>	<div>AVAILABLE SOLUTIONS<div>AS</div></div> <div><ul style="list-style-type: none">Car damage recognition ML algorithms can be retrained based on the customer's data set and delivered on-premises or as SaaS.</div>	Explore AS, differentiate
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Focus on J&P, tap into BE, understand RC	<div>JOBS-TO-BE-DONE / PROBLEMS<div>J&P</div></div> <div><ul style="list-style-type: none">All the time cannot predict approximated value. So customer Need to estimate the correct cost of the damaged vehicles</div>	<div>PROBLEM ROOT CAUSE<div>RC</div></div> <div><ul style="list-style-type: none">Inaccurate pixel data setsRare type model vehicle esimationsNot sufficient data on inner parts</div>	<div>BEHAVIOUR<div>BE</div></div> <div><ul style="list-style-type: none">Analyzing different parameters of the vehicles provides accurated cost estimation of the vehicles</div>	Identify str
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TRIGGERS

TR

- Increase the work efficiency by providing high pixels images

EMOTIONS: BEFORE / AFTER

EM

- lost, insecure > confident, in control
- use it in your communication strategy & design.

YOUR SOLUTION

SL

- Customer can easily estimate the damaged vehicle cost by providing the image data sets through remote mode

CHANNELS of BEHAVIOUR

CH

ONLINE

- Remote mode of data sets can be collectes

OFFLINE

- Direct visit to the companies also be provide better estikstion cost