Problem-Solution fit canvas 2.0

AIRLINE DATA ANALYTICS FOR AVIATION INDUSTRY

Define CS, fit into CC

1. CUSTOMER SEGMENT(S) — CS

Who is your customer?
i.e. working parents of 0-5 y.o. kids

- Airlines costs as a result of delays and cancellations,which include maintenance expenses and compensation to passengers standard in airports.
- To predictive analytics is difficult to keep track of forecasting data and flight arrivals for Airline and Airport services.

6. CUSTOMER CONSTRAINTS — CC

What constraints prevent your customers from taking action or limit their choices of solutions? i.e. spending power, budget, no cash, network connection, available devices.

- Technology is changing the way businesses connect with their customers and take business decisions and build workflows,no doubt the world of aviation has been affected too.
- Data is transforming Airline from Pre-flight to Post-flight operations including Ticket purchase,seat selection,Luggage boarding etc.
- Hence the data required for dozens of usecases is captured along the various components of a passenger's journey.

5. AVAILABLE SOLUTIONS — AS

Which solutions are available to the customers when they face the problem or need to get the job done? What have they tried in the past? What pros & cons do these solutions have? i.e. pen and paper is an alternative to digital notetaking

FLIGHT DATA ANALYTIC
- The flight data Analytics suite is composed and advanced solution developed by Aviation experts around common flight data processing core. Each solution in the flight data analytics suites leverages integrated data analytics capabilities,efficiencyand in the bottom line.

Explore AS, differentiate

Focus on J&P, tap into BE, understand RC

2. JOBS-TO-BE-DONE / PROBLEMS — J&P

Which jobs-to-be-done (or problems) do you address for your customers?

There could be more than one; explore different sides.

- Optimize flight operations based on quantiative analysis. You will identify trends and bottle necks and then advise your management on them.
- To use software like Airmax or simple tools like Microsoft Excel ,you will collect data about important performance indicators (KPIs).

9. PROBLEM ROOT CAUSE — RC

What is the real reason that this problem exists?

What is the back story behind the need to do this job?
i.e. customers have to do it because of the change in regulations.

- Monitoring the performance of Aviation safety management systems(SMS) is a common activity for safety managers and upper management alike. Futher more,in every sms the accountable executive is responsible for directing actions to correct substandard safety performance whenever it is detected.

7. BEHAVIOUR — BE

What does your customer do to address the problem and get the job done?

i.e. directly related: find the right solar panel installer, calculate usage and benefits; indirectly associated: customers spend free time on volunteering work (i.e. Greenpeace)

- A Better understanding of how passengers operate can be used to improve Airline Services.
- To use data analytics can collect information on people who pass through various checks like baggage check in times and the type of flight in the Airport.

Focus on J&P, tap into BE, understand RC

Identify strong TR & EM

3. TRIGGERS — TR

What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.

- Triggers are used to alert technicians that maintenance is required on an asset planning,acting on and recording maintenance triggers is key to keeping equipment at its best and availble when you need it,while avioding extra work

4. EMOTIONS: BEFORE / AFTER — EM

How do customers feel when they face a problem or a job and afterwards?
i.e. lost, insecure > confident, in control - use it in your communication strategy & design.

- **Before** The passengers get feared to travel the flight due to improper management of airline services
- **After** Nowadays all are travel flights because to reach of our location in correct time.They feel success after making increased profits

10. YOUR SOLUTION — SL

If you are working on an existing business, write down your current solution first, fill in the canvas, and check how much it fits reality.
If you are working on a new business proposition, then keep it blank until you fill in the canvas and come up with a solution that fits within customer limitations, solves a problem and matches customer behaviour.

- The Aim of this project is to sends for arrival and as well as message regarding flight path parameter configuration changes . It also provides a graphical view of aviation industries.

8. CHANNELS of BEHAVIOUR — CH

8.1 ONLINE
What kind of actions do customers take online? Extract online channels from #7

- Online channels for Airline Data Analytics For Aviation Industry which come for free may steal personal information of users and it may also contains a lots of ads security is not authenticated.

8.2 OFFLINE
What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.

- Employees can be hired to maintain the Airline Data Analytics For Aviation Industry system logs when the business grows.Manual logs can be maintained.

Extract online & offline CH of BE