

<div><div>1. CUSTOMER SEGMENT(S)<div>CS</div></div><div><ul style="list-style-type: none">• R&D in car manufacturing units.• Vehicle enthusiasts and aftermarket tuners.• Vehicle buyers.</div></div>		<div><div>6. CUSTOMER CONSTRAINTS<div>CC</div></div><div><ul style="list-style-type: none">• Budget constraints.• High maintenance.• Poor fuel economy.</div></div>		<div><div>5. AVAILABLE SOLUTIONS<div>AS</div></div><div><ul style="list-style-type: none">• Tuning the ECU.• Better aerodynamics.• Hybrid engine architecture (electric + gas).• Regenerative breaking.</div></div>	
<div><div>2. PROBLEMS<div>J&P</div></div><div><ul style="list-style-type: none">• Evaluate the efficiency of the vehicle being manufactured/ sold/ tuned.• The selected vehicle must be able to adhere to the rudimentary needs of an average driver/owner.</div></div>		<div><div>9. PROBLEM ROOT CAUSE<div>RC</div></div><div><ul style="list-style-type: none">• Lack/misuse of R&D budget.• Lack of exposure to automotive technologies.• Lack of clarity of one's</div></div>		<div><div>7. BEHAVIOUR<div>BE</div></div><div><ul style="list-style-type: none">• Authorised service centre.• Availability of expert opinion.</div></div>	
<div><div>3. TRIGGERS<div>TR</div></div><div><ul style="list-style-type: none">• Affordable vehicle prices.• Improved performance.• Fuel efficient.• Eco friendly nature.</div></div>		<div><div>10. YOUR SOLUTION.<div>SL</div></div><div>The vehicle performance analyser helps in monitoring the performance of the vehicle using Machine learning. Where the fuel consumption is analysed using various parameters like vehicle weight, horsepower, number of cylinders etc</div></div>		<div><div>8. CHANNELS of BEHAVIOUR<div>CH</div></div><div><div>8.1.ONLINE</div><div>Using pre-existing data to predict the vehicle's performance.</div></div><div><div>8.2.OFFLINE</div><div>Observing vehicle performance in action. Engine tuning using dyno-testing.</div></div></div>	
<div><div>4. EMOTIONS: BEFORE / AFTER.<div>EM</div></div><div><div>Before : Confused, Indecisive, Budget deficit.</div><div>After : Happy, Satisfied, Worth the money.</div></div></div>					

