

Define CS, fit into CC	1. CUSTOMER SEGMENT(<ul style="list-style-type: none">Common peopleCar companiesInsurance companiesVehicle owner	6. CUSTOMER CONSTRAINTS Trust Problem : The insurance companies Give the fake information about the estimation cost modify damage part of ensuring profit of company from user Anxiety : Customer concern is the level of severity of the damaged parts and fixing the extent of the damaged parts is also the customer concern.	5. AVAILABLE SOLUTIONS By gathering information about the damage assessment from customer side and vehicle companies to understand the level of damage and cost needed to same Searching the through the internet such as online website get the insight about the damage	Explore AS, differentiate
	2. JOBS-TO-BE-DONE /a PROBLEMS <ul style="list-style-type: none">Analyze the damage part and giving good cost estimation for customer satisfy and support systemProvide the good prediction system to predict the level of damage and modify the damage parts	9. PROBLEM ROOT CAUSE <ul style="list-style-type: none">Unaware about the level of damageProper information about the estimation costNot proper maintenance and accident Something etc.....	7. BEHAVIOUR The user does not know or is unaware how to deal with the damage part of vehicle Inefficient to predict the level of damage and analysis to estimate the cost the damaged part this is The behavior	
Focus on J&P, tap into BE, understand RC				Focus on J&P, tap into BE, understand RC

3. TRIGGERS <ul style="list-style-type: none">Seeking help to identify the level of the damaged part.To help people with good prediction and analysis of level and cost for the damaged part of the vehicle.	10. YOUR SOLUTION <ul style="list-style-type: none">Collecting damaged parts of vehicles and preprocessing them to identify the severity and the location of damage.Users will be able to identify the level of damage by the prediction system.Using VGG16 Model to train the damaged parts and trying to estimate the cost for the same.	8. CHANNELS of BEHAVIOR ONLINE <ul style="list-style-type: none">Online WebsitesSocial Media Platforms OFFLINE <ul style="list-style-type: none">Customer throw WordsAnxiety and Unawareness
Identify strong TR	Identify strong TR & EM	Identify strong TR & EM

4. EMOTIONS: BEFORE / AFTER



- **Before:** Lack of proper knowledge ,Improper maintenance, Unawareness about the level of damage and difficulty in estimating the cost for damages.
- **After:** Good knowledge about the Vehicle parts,Efficient prediction system giving the level of damage and analyzing cost for the same.