 Purpose / Vision

**Explore AS, differentiate**

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

**Deﬁne CS, ﬁt into CC**

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

**AS**

**5. AVAILABLE SOLUTIONS**

**CC**

**6. CUSTOMER CONSTRAINTS**

**CS**

**1. CUSTOMER SEGMENT(S)**

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

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.

* Common people
* Car companies
* Insurance companies
* Vehicle owner

**BE**

**7. BEHAVIOUR**

**RC**

**9. PROBLEM ROOT CAUSE**

**J&P**

**2. JOBS-TO-BE-DONE /a PROBLEMS**

* Analyze the damage part and giving good cost estimation for customer satisfy and support system
* Provide the good prediction system to predict the level of damage and modify the damage parts

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

* Unaware about the level of damage
* Proper information about the estimation cost
* Not proper maintenance and accident

Something etc……

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| --- | --- | --- | --- | --- | --- | --- | --- |
|  | **3. TRIGGERS** |  | **10. YOUR SOLUTION** | **SL** | 1. **CHANNELS of BEHAVIOR**    1. **ONLINE**  * Online Websites * Social Media Platforms   1. **OFFLINE** * Customer throw Words * Anxiety and Unawareness | **CH** |  |
| * Seeking help to identify the level of the damaged part. | **TR** | * Collecting damaged parts of vehicles and preprocessing them to identify the severity and the location of damage. |  |
| * To help people with good prediction and analysis of level and cost for the damaged |  | * Users will be able to identify the level of damage by the prediction system. |  |
| part of the vehicle. |  |  |  |
|  |  | * Using VGG16 Model to train the damaged parts and |  |
|  |  | trying to estimate the cost for the same. |  |

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|  | 1. **EMOTIONS: BEFORE / AFTER**   **EM**   * + **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. |  |  |  |