

Define CS, fit into	<div> <div>1. CUSTOMER SEGMENT(S) Who is your customer?</div> <div>Two end users: Aviation company/Airlines General public</div> </div>	<div> <div>6. CUSTOMER 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.</div> <div>Most people ,especially the general public, cannot understand the statistical data as they are not trained to do so. Therefore, they cannot make inferences from just the statistical output</div> </div>	<div> <div>5. AVAILABLE SOLUTIONS 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</div> <div>For the general public, users could ask for reviews from friends/family or look up on the net . But this is not 100% accurate For the aviation industry, Get review or feedback from client. But the company will know only the problem not the cause</div> </div>	Explore AS,
	Focus on J&P, tap into BE, understand	<div> <div>2. JOBS-TO-BE-DONE / PROBLEMS Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.</div> <div>Perform analysis on dataset and find the occurences of delays in the airlines, how often and why</div> </div>	<div> <div>9. PROBLEM ROOT CAUSE 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.</div> <div>Customers face delays quite often when traveling which could prove to be a hindrance foe them and they'd wish they new prior of the possibility For airlines, they'd face bad customer satisfaction/review and not know what's causing the delays</div> </div>	
Identify strong TR & EM		<div> <div>3. TRIGGERS What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.</div> <div>Seeing others who travel without any delays and havina a faster and tension free journey than them.</div> </div>	<div> <div>10. YOUR SOLUTION 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.</div> <div>The model of this system could be used be used to predict the delay of the airlines which is useful for both general public and aviation industry . The prediction is made using machine learning algorithms using the dataset which takes many parameters into consideration</div> </div>	<div> <div>8. CHANNELS of BEHAVIOUR 8.1 ONLINE What kind of actions do customers take online? Extract online channels from #7</div> <div>The customers of the airlines use the system to know the delay expected.</div> <div>8.2 OFFLINE What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.</div> <div>The airlines board could have a meeting so as to discuss about how the services could be improved based the analysis done by the model.</div> </div>