

Project Design Phase-I Problem – Solution Fit Template

Date	19 September 2022
Team ID	PNT2022TMID22035
Project Name	Project - Car Resale value Prediction
Maximum Marks	2 Marks

Problem – Solution Fit:

The Problem-Solution Fit simply means that you have found a problem with your customer and that the solution you have realized for it actually solves the customer's problem.

Project Title: Car resale value prediction

Project Design Phase-I - Solution Fit

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Define CS, fit into CC	1. CUSTOMER SEGMENT(S) CS <small>Who is your customer? i.e. working parents of 0-5 y.o. kids</small> <div style="border: 1px solid black; padding: 5px; min-height: 40px;"> <p>Customer who wants to resale their used car.</p> </div>	6. CUSTOMER CONSTRAINTS CC <small>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.</small> <div style="border: 1px solid black; padding: 5px; min-height: 40px;"> <ul style="list-style-type: none"> ❖ Network Connection ❖ Mobile phone or PC ❖ Choosing the car within their budget </div>	5. AVAILABLE SOLUTIONS AS <small>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</small> <div style="border: 1px solid black; padding: 5px; min-height: 40px;"> <p>Now-a-days selling second hand car is increased but the prediction of car price is not accurate.</p> </div>	Explore AS, differentiate
	2. JOBS-TO-BE-DONE / PROBLEMS J&P <small>Which jobs to be done (or problems) do you address for your customers? There could be more than one; explore different sides.</small> <div style="border: 1px solid black; padding: 5px; min-height: 40px;"> <ul style="list-style-type: none"> ❖ Fuel type ❖ Budget ❖ Number of previous owners </div>	9. PROBLEM ROOT CAUSE RC <small>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.</small> <div style="border: 1px solid black; padding: 5px; min-height: 40px;"> <ul style="list-style-type: none"> ❖ The price predicted by the dealers for used car is not trustful. ❖ Unable to predict the accurate value </div>	7. BEHAVIOUR BE <small>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)</small> <div style="border: 1px solid black; padding: 5px; min-height: 40px;"> <p>DIRECTLY ASSOCIATED:</p> <ul style="list-style-type: none"> ❖ Visit the website ❖ Search for the required data. <p>INDIRECTLY ASSOCIATED:</p> <ul style="list-style-type: none"> ❖ Wait for result and sell the car. </div>	
Identify strong TR & EM	3. TRIGGERS TR <small>What triggers customers to act? i.e. seeing their neighbor installing solar panels, reading about a more efficient solution in the news.</small> <div style="border: 1px solid black; padding: 5px; min-height: 40px;"> <p>Predicts the accurate value of used car based on various attributes</p> </div>	10. YOUR SOLUTION SL <small>If you are working on an existing business, write down your current solution first, fill in the context, 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.</small> <div style="border: 1px solid black; padding: 5px; min-height: 40px;"> <ul style="list-style-type: none"> ❖ We predict the used car price based on various attributes like condition of the engine, year of Registration, kilometres, etc. ❖ By using this application customer can predict nearly accurate of used car price. </div>	8. CHANNELS of BEHAVIOUR CH 8.1 ONLINE <small>What kind of actions do customers take online? Extract online channels from 7?</small> <div style="border: 1px solid black; padding: 5px; min-height: 40px;"> <p>Online prediction is free of cost and easy to use. User interactive websites are available. Customer can choose car based on their interest.</p> </div>	Identify strong TR & EM
	4. EMOTIONS: BEFORE / AFTER EM <small>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.</small> <div style="border: 1px solid black; padding: 5px; min-height: 40px;"> <p>BEFORE: User will be in fear about biased values predicted by human</p> <p>AFTER: Satisfied customer</p> </div>	8.2 OFFLINE <small>What kind of actions do customers take offline? Extract offline channels from 7 and use them for customer development.</small> <div style="border: 1px solid black; padding: 5px; min-height: 40px;"> <p>Suggestion from friends. Predict the price by seeing on interior and exterior condition of the car.</p> </div>		