

Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S)<div>CS</div></div> <div>*THE PERSON WHO NEEDS TO CLAIM THE INSURANCE AMOUNT OR *WHO WAITS FOR LONG TIME TO CLAIM THE INSURANCE AMOUNT</div>	<div>6. CUSTOMER CONSUMER LUSTING<div>CC</div></div> <div>*FEAR ABOUT AI SOFTWARE THAT WHICH MEASURES THE INSURANCE AMOUNT ACCURATELY OR NOT  *WHAT IF SOFTWARE MAKE MISTAKE!!!!</div>	<div>5. AVAILABLE SOLUTIONS<div>AS</div></div> <div>*THEY CLAIM THE INSURANCE AMOUNT FASTER-----  *THE CALCULATED AMOUNT IS MORE ACCURATE.....</div>	Explore AS, differentiate

Focus on J&P, tap into BE, understand RC	<div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&amp;P</div></div> <div>*THE INTERIOR DAMAGE MAY NOT BE MEASURED DEEPLY...  *THE COST MAY BE VARY DEPENDING UPON THE CAR  *THE SENSORS MAY BE MALFUNCTIONING IN SOME TIME</div>	<div>9. PROBLEM ROOT CAUSE<div>RC</div></div> <div>*THE INTERIOR DAMAGE MAY NOT BE MEASURED DEEPLY LEADS TO THE DISAPPOINTMENT OF CUSTOMER  *BECAUSE THE SCANNERS DIDN'T WORK PROPERLY OR GOES TO THE INTERIOR SIDE OF THE CAR</div>	<div>7. BEHAVIOUR<div>BE</div></div> <div><div>FIND THE CORRECT INSURANCE COMPANY WHICH HAS THIS AI TECHNOLOGY</div><div>SOLUTION ARCHITECTURE OF THE SYSYTEM PLACE A MAJOR ROLE IN THIS PROCESS</div></div>	Focus on J&P, tap into BE, understand RC

Identify strong TR & EM	<div>3. TRIGGERS<div>TR</div></div> <div>* SEEING THE NEIGHBOUR WHO CLAIMS THE INSURANCE FASTER USING THIS AI TECHNOLOGY</div>	<div>10. YOUR SOLUTION<div>SL</div></div> <div>* WE NEED TO DESIGN THIS PROJECT WHICH COMPATIBLR WITH ALL SIZE OF VEHICLES. * NEED TO CHECK THE SENSORES BEFORE WE GOING TO USE</div>	<div>8.CHANNELS of BEHAVIOUR<div>CH</div></div> <div>8.1 ONLINE THEY NEED TO REGISTER IN ONLINE FOR CLAIMING THE INSURANCE  8.2 OFFLINE THEY TAKE THE VEHICLE TO THE PLACE WHERE THEY MEASURES THE INSURANCE AMOUNT USING THIS AI TECHNOLOGY</div>	Identify strong TR & EM
	<div>4. EMOTIONS: BEFORE / AFTER<div>EM</div></div> <div>BEFORE: PEOPLE SUFFERING BY WAITING LONG TIME TO CLAIM THE INSURANCE AMOUNT AFTER: NOW THEY DIDN'T WAIT FOR LONG TIME</div>			