

Define CS, fit into CC	1. CUSTOMER SEGMENT(S) CS Who is your customer? i.e. working parents of 0-5 y.o. kids I. A commercial worker moving from one location to another. II. People belonging over the age of 18 III. Person whose vehicle was involved in an accident or sustained damage IV. An insured consumer who can make a claim	6. CUSTOMER CONSTRAINTS CC 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. I. Unreliable network connections could make some functions inaccessible. II. Improper images or blurred images might affect the accurate performance of the application.	5. AVAILABLE SOLUTIONS AS 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 I. requesting an estimate of costs from a third party II. Manual computations are used for cost estimation. III. Using computationally expensive algorithms to find the harm.	Explore AS, differentiate
	2. JOBS-TO-BE-DONE / PROBLEMS J&P Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides. I. The primary issue will be the amount of time required to calculate the cost and percentage of damage. II. Addressing issues like this is very important identify and unify exact damage ratios cost of this damage III. The corporations did not perfectly compensate for the damage.	9. PROBLEM ROOT CAUSE RC 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. I. Deviation or difference between the cost calculated by the company and the actual cost II. Many advanced methods of estimating have emerged as a result of the AI field's quick development. III. Customers must do it as a result of the new regulations.	7. BEHAVIOUR BE 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) I. After an accident, the customer must upload pictures of the vehicle. II. The software will evaluate the damages immediately and present the claim amount to the users.	
Focus on J&P, tap into BE, understand RC	3. TRIGGERS TR What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news. I. Advancing technology in the field of forecasting and estimation. II. coworkers and society calling for a quick insurance claim III. Customer seeking independence and avoiding false traps	10. YOUR SOLUTION SL 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. I. Determine the damage percentage with precision. II. As it relates to the car, forecast the area of damage. III. For functionality, employ quick processing algorithms.	8. CHANNELS of BEHAVIOUR CH 8.1 ONLINE What kind of actions do customers take online? Extract online channels from #7 8.2 OFFLINE What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development. 8.1 ONLINE I. You can browse a webpage to estimate damage using an input image. II. Rapid access to the damage assessment method based on artificial intelligence.	Identify strong TR & EM
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<div><div>4. EMOTIONS: BEFORE / AFTER</div><div><div>EM</div></div><div>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.</div><div>Before:<div><div>I. Insurance claim delay.</div><div>II. Inability to fairly compensate for car damage.</div></div><div>After:<div><div>I. Clients felt independent</div><div>II. instantaneously received their insurance claims</div><div>III. Were able to assess a consolidated insurance claim for the damages to their vehicle.</div></div></div></div></div>	<div><div>IV. A technique that makes it easy for the user to access and is interactive and user-friendly.</div><div>V. The performance of the current solution is sluggish.</div><div>VI. Removing erroneous human judgment from estimation</div></div>	<div><div>8.2 OFFLINE</div><div><div>I. To continue with the insurance payment procedures, contact the appropriate insurance agency or bank.</div></div></div>
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