Problem-Solution fit canvas 2.0

Purpose / Vision

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. HSC completed students, who are ready for admission in University.

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.

By using the web application which inbuilt using machine learning model makes easy to find the presence of admission in University.

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. Eliminate the short-term practice of datacleansing.
II. Learn how to perform analysis, visualizationsand algorithms effectively.

Explore AS, differentiate

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

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.

Quality of Data:

The quality of data we have should be accurate and reliable. Obviously, the outcome will solely depend on the data we put into the prediction. If the data is skewed, then the prediction which is dependent on it, will be skewed as well.

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.

Students are often worried about their chances of admission to University. The aim of this project is to help students in shortlisting universities with their profiles.

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. Segment customers with personalization.
II. Disruptive conduct as they've an altered intellectual degree of worry of being educated,stressful approximately out of the pocketcost.

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

Identify strong TR & EM

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.

Accuracy of Datasets, Information on admissions.

4. EMOTIONS: BEFORE / AFTER — EM

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.

They are user-friendly and future idea providing application.

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.

We have collected dataset from IBM. After doing, preprocessing, we have developed both regression and classification model. Regression model is built with Random Forest Regressor and classification model is built with Random Forest Classifier. The final model is fit with html pages to have good user interface.

8. CHANNELS of BEHAVIOUR — CH

8.1 ONLINE

What kind of actions do customers take online? Extract online channels from #7

Students will be a part of virtualization. For example,accessing and seeing all records in online.

8.2 OFFLINE

What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.

I. Counseling
II. Expert Discussion

Extract online & offline CH of BE

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