

Project Design Phase-I - Solution Fit Template

Project Title: Smart Lender - Applicant Credibility Prediction for Loan Approval.

Team ID: PNT2022TMID06709

Define CS, fit into CC	1. CUSTOMER SEGMENT(S) CS <ul style="list-style-type: none">Banks or organizations which provide loansPeople who are in need of a loan	6. CUSTOMER CONSTRAINTS CC <ul style="list-style-type: none">When the user's CIBIL score is lessThe user's required documents are missingThe users criteria is not satisfied	5. AVAILABLE SOLUTIONS AS <ul style="list-style-type: none">Approaching the banks in person and getting the loanChecking the user's loan credibility by their CIBIL scoreChecking user's loan credibility through past experiences	Explore AS, differentiate
	2. JOBS-TO-BE-DONE / PROBLEMS J&P <ul style="list-style-type: none">Payment not done on correct timeMore time to sanction loanMissing essential documentsLess incomeAbusing the credit	9. PROBLEM ROOT CAUSE RC <ul style="list-style-type: none">No proper mechanism to alert the loan dueHigh interest rateGetting loans beyond user's capabilityNot properly checking the necessary documentsVerification is done manually	7. BEHAVIOUR BE <ul style="list-style-type: none">Keeping track of payment duesApproaching third partyKeeping all the essential documents readyGetting the loans only upto the user's capability	
Focus on J&P, tap into BE, understand RC	3. TRIGGERS TR <ul style="list-style-type: none">Lot of time taken by banks or organization to approve the loanAdvancement in technologyBusy schedule of the user	10. YOUR SOLUTION SL <ul style="list-style-type: none">Verifying the documents properlyProviding loans only to capable usersAccurately predicting the loan credibility of the userSecuring the user's dataLess time to approve loanAlerting the user's about payment duesRemoving the involvement of third party	8. CHANNELS of BEHAVIOUR CH 8.1 ONLINE Checking if they are applicable to get a loan through various means like browsing the internet. 8.2 OFFLINE <ul style="list-style-type: none">Verifying if the bank is legitChecking if their data is not leaked by the bank	Identify strong TR & EM

4. EMOTIONS: BEFORE / AFTER

EM

The users will feel frustrated because they need to wait for a long time to get their loan sanctioned. The banks also feel stressed because they manually need to analyze a lot of data.