

Define CS, fit into CC		Explore AS, differentiate	
Focus on J&P, tap into BE, understand RC	<div>1. CUSTOMER SEGMENT</div> <div>CS</div> <ul style="list-style-type: none">Common peopleCar companiesInsurance companiesVehicle owner	<div>6. CUSTOMER</div> <div>CC</div> <p>Trust Problem : The insurance companies Give the fake information about the estimation cost modify damage part of ensuring profit of company from user</p> <p>Anxiety : Customer concern is the level of severity of the damaged parts and fixing the extent of the damaged parts is also the customer concern.</p>	<div>5. AVAILABLE SOLUTIONS</div> <div>AS</div> <p>By gathering information about the damage assessment from customer side and vehicle companies to understand the level of damage and cost needed to same</p> <p>Searching the through the internet such as online website get the insight about the damage</p>
	<div>2. JOBS-TO-BE-DONE /a PROBLEMS</div> <div>J&P</div> <ul style="list-style-type: none">Analyze the damage part and giving good cost estimation for customer satisfy and support systemProvide the good prediction system to predict the level of damage and modify the damage parts	<div>9. PROBLEM ROOT CAUSE</div> <div>RC</div> <ul style="list-style-type: none">Unaware about the level of damageProper information about the estimation costNot proper maintenance and accident Something etc.....	<div>7. BEHAVIOUR</div> <div>BE</div> <p>The user does not know or is unaware how to deal with the damage part of vehicle</p> <p>Inefficient to predict the level of damage and analysis to estimate the cost the damaged part this is The behavior</p>

Identify strong TR & EM	
<div>3. TRIGGERS</div> <div>TR</div> <ul style="list-style-type: none">Seeking help to identify the level of thedamaged part.To help people with good prediction and analysis of level and cost for the damaged part of the vehicle.	<div>8. CHANNELS of BEHAVIOR</div> <div>CH</div> <div>ONLINE</div> <ul style="list-style-type: none">Online WebsitesSocial Media Platforms <div>OFFLINE</div> <ul style="list-style-type: none">Customer throw WordsAnxiety and Unawareness
<div>10. YOUR SOLUTION</div> <div>SL</div> <ul style="list-style-type: none">Collecting damaged parts of vehicles and preprocessing them to identify the severity and thelocation of damage.Users will be able to identify the level of damage bythe prediction system.Using VGG16 Model to train the damaged parts and trying to estimate the cost for the same.	

	<div>4. EMOTIONS: BEFORE / AFTER</div> <div>EM</div> <ul style="list-style-type: none">• Before: Lack of proper knowledge ,Improper maintenance, Unawareness about the level of damage and difficulty in estimating the cost for damages.• After: Good knowledge about the Vehicle parts, Efficient prediction system giving the level of damage and analyzing cost for the same.			
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