

Problem-Solution fit canvas 2.0

Purpose / Vision To save Bank staffs time in calculating the loan amount and helping users

Define CS, fit into CC	1. CUSTOMER SEGMENT(S) Who is your customer? i.e. working parents of 0-5 y.o. kids <div> <ul style="list-style-type: none"> Bank staffs and loan applicants </div>	6. CUSTOMER CONSTRAINTS 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. <div> <ul style="list-style-type: none"> Lack of real time data Issues in network connectivity. Accuracy of the prediction </div>	5. AVAILABLE SOLUTIONS 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 <div> <ul style="list-style-type: none"> Calculating the amount manually. Contact the bank staff. Going with the help of the intermediates. </div>	Explore AS, differentiate
	Focus on J&P, tap into BE, understand RC	2. JOBS-TO-BE-DONE / PROBLEMS Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides. <div> <ul style="list-style-type: none"> Analyze various factors that reduce the automation process. Accurate prediction of loan amount for customers. To make the loan process easier. </div>	9. PROBLEM ROOT CAUSE 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. <div> <ul style="list-style-type: none"> Previous loan history. Manually calculating mismatch amount. Customers have to wait for long time to get approval. </div>	
Identify strong TR & EM		3. TRIGGERS What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news. <div> <p>Takes more time in calculating the loan amount</p> </div> 4. EMOTIONS: BEFORE / AFTER 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: Frustrated </div> <div> After: Satisfied </div> </div>	10. YOUR SOLUTION 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. <div> <p>Accurately predict loan amount in the bank sectors using ML algorithms like SVM Classifier, Random Forest, Logistic Regression based on the input given by the user</p> </div>	8. CHANNELS of BEHAVIOUR <div> 8.1 ONLINE What kind of actions do customers take online? Extract online channels from #7 </div> <div> 8.2 OFFLINE What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development. </div> <div> <ul style="list-style-type: none"> To check the loan amount applicable to the customer in websites. Calculate correct amount by the bank staffs. </div>