

Define CS, fit into CC	1. CUSTOMER SEGMENT(S) CS For the vehicle performance analysis the customers who are involved are the vehicle manufacturing company.	6. CUSTOMER CONSTRAINTS CC 1.Warning light shows the engine is sputtering. 2.The steering wheel is shaking. 3.The brake pads are worn. 4.The brakes are squeaking.	5. AVAILABLE SOLUTIONS AS 1.Fuel economy emission 2.Thermal and energy management 3.Durability and integrated security 4.Driving dynamics	Explore AS, differentiate		
	Focus on J&P, tap into BE, understand RC	2. JOBS-TO-BE-DONE / PROBLEMS J&P 1.Temporary, complete loss of power. Engine quits at sharp, irregular intervals. 2.Mild to severe ping, usually worse under acceleration and load.	9. PROBLEM ROOT CAUSE RC 1.Prediction of failed parts during the analysis.		7. BEHAVIOUR BE 1.Customer approaches and gives the required input details 2.Prediction of failures according to the data. 3.Add user friendly interface where the customer can interact and find the particularities.	Focus on J&P, tap into BE, understand RC
		Identify strong TR & EM	3.TRIGGERS TR 1.Make simple adjustments to maximize fuel economy and power. 2.Install a cold air intake. 3.Purchase a higher flowing exhaust 4.EMOTIONS Maladjusted driving, such as aggressive driving and delayed reactions, is seen as one cause of traffic accidents. Such behavioural patterns could be influenced by strong emotions in the driver		10. YOUR SOLUTION SL To overcome the stated problems a detection of Vehicle crash application can be proposed so that all the needs of the customer are satisfied along with providing them the platform to communicate and find the best available solutions do around the world according to their needs.	