

Project Design Phase-I

Problem – Solution Fit Template

Date	1 October 2022
Team ID	PNT2022TMID35960
Project Name	Project - Intelligent Vehicle Damage Assessment & Cost Estimator for Insurance Companies
Maximum Marks	2 Marks

Problem – Solution Fit Template:

The Problem-Solution Fit simply means that you have found a problem with your customer and that the solution you have realized for it actually solves the customer's problem. It helps entrepreneurs, marketers and corporate innovators identify behavioral patterns and recognize what would work and why

Purpose:

- ☐ Solve complex problems in a way that fits the state of your customers.
- ☐ Succeed faster and increase your solution adoption by tapping into existing mediums and channels of behavior.
- ☐ Sharpen your communication and marketing strategy with the right triggers and messaging.
- ☐ Increase touch-points with your company by finding the right problem-behavior fit and building trust by solving frequent annoyances, or urgent or costly problems.
- ☐ **Understand the existing situation in order to improve it for your target group.**

Template:

Define CS, fit into CC	1. CUSTOMER SEGMENT(S) CC	6. CUSTOMER CONSTRAINTS: CC	5. AVAILABLE SOLUTIONS AS	Explore AS, differentiate
	<ul style="list-style-type: none"> Vehicle Owners Car Companies Insurance Companies Common People 	<ul style="list-style-type: none"> Anxiety Customers are not aware of the level of damaged part in the vehicle and how much does the damage cost to reset the damaged part. Trust Issues Insurance companies give false information about the Cost needed to modify the damaged part ensuring profit of company from users. 	<ul style="list-style-type: none"> By Searching through the Internet such as online websites to get insight about the damages By gathering information from people and Vehicle companies to understand the level of damage and the cost needed for the same. 	
Focus on J&P, fit into BE, understand RC	2. JOBS-TO-BE-DONE / PROBLEMS J&P	9. PROBLEM ROOT CAUSE RC	7. BEHAVIOUR BE	Focus on J&P, fit into BE, understand RC
	<ul style="list-style-type: none"> To provide good prediction system to predict the level of damage to the vehicle owners. To analyse the damaged part and giving good cost estimation range and support 	<ul style="list-style-type: none"> Unaware about the level of damage. Lack of proper information about the estimated cost. Improper maintenance, Accidents etc. 	<ul style="list-style-type: none"> When User does not know or is unaware of how to deal with the damaged part of a vehicle. Inefficient to predict the level of damage and analysis to estimate the cost for the damaged part. 	
Identify strong TR & EM	3. TRIGGERS TR	10. YOUR SOLUTION SL	8. CHANNELS of BEHAVIOR CH	Identify strong TR & EM
	<ul style="list-style-type: none"> Seeking help to identify the level of the damaged part. To help people with good prediction and analysis of level and cost for the damaged part of the vehicle. 	<ul style="list-style-type: none"> Collecting damaged parts of vehicles and preprocessing them to identify the severity and the location of damage. Users will be able to identify the level of damage by the prediction system. Using VGG16 Model to train the damaged parts and trying to estimate the cost for the same. 	8.1 ONLINE Online Websites Social Media Platforms 8.2 OFFLINE Customer Review Words Anxiety and Uncertainty	
4. EMOTIONS: BEFORE / AFTER EM				
<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. 				