

Identify strong TR	Define CS, fit into CC	<div><div>1. CUSTOMER SEGMENT(S) <small>Who is your customer? i.e. working parents of 0-5 y.o. kids</small></div><div>CS</div><div>Picky consumers with increasing fuel demands</div></div>	<div><div>6. CUSTOMER CONSTRAINTS <small>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.</small></div><div>CC</div><div>Automobiles make their action towards the efficiency of individuals</div></div>	<div><div>5. AVAILABLE SOLUTIONS <small>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 &amp; cons do these solutions have? i.e. pen and paper</small></div><div>AS</div><div>Predict the data analysis report of vehicle performance consistently</div></div>	Explore AS, differentiate
		<div><div>2. JOBS-TO-BE-DONE / PROBLEMS <small>Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; i.e. fuel consumption data and performance analysis data can be regularized</small></div><div>J&amp;P</div><div>Fuel consumption data and performance analysis data can be regularized</div></div>	<div><div>9. PROBLEM ROOT CAUSE <small>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</small></div><div>RC</div><div>Real reason for this problem is mainly due to climatic and environmental impact on production of car machines.</div></div>	<div><div>7. BEHAVIOUR <small>What does your customer do to address the problem and get the job done?  i.e. directly related: find the right solar panel installer, calculate usage and benefits; indirectly associated: customers spend free</small></div><div>BE</div><div>Customers realize their own benefits after they had an experienced with our concerned products</div></div>	
		<div><div>3. CUSTOMER CHALLENGES <small>What are the challenges your customers face? i.e. increasing fuel demands</small></div><div>CC</div><div>Increasing fuel demands</div></div>	<div><div>8. CUSTOMER CAPABILITIES <small>What are the capabilities your customers have? i.e. working parents of 0-5 y.o. kids</small></div><div>CC</div><div>Working parents of 0-5 y.o. kids</div></div>	<div><div>4. CUSTOMER CRITERIA <small>What are the criteria your customers use to evaluate solutions? i.e. working parents of 0-5 y.o. kids</small></div><div>CC</div><div>Working parents of 0-5 y.o. kids</div></div>	
	Focus on J&P, fit into RC, understand RC	<div><div>2. JOBS-TO-BE-DONE / PROBLEMS <small>Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; i.e. fuel consumption data and performance analysis data can be regularized</small></div><div>J&amp;P</div><div>Fuel consumption data and performance analysis data can be regularized</div></div>	<div><div>9. PROBLEM ROOT CAUSE <small>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</small></div><div>RC</div><div>Real reason for this problem is mainly due to climatic and environmental impact on production of car machines.</div></div>	<div><div>7. BEHAVIOUR <small>What does your customer do to address the problem and get the job done?  i.e. directly related: find the right solar panel installer, calculate usage and benefits; indirectly associated: customers spend free</small></div><div>BE</div><div>Customers realize their own benefits after they had an experienced with our concerned products</div></div>	Focus on J&P, fit into RC, understand RC
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### 3. TRIGGERS

TR

What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.

Unpredicted data analysis about the performance and fuel consumption whatever the data needed to predict triggers customers in this side

### 4. EMOTIONS: BEFORE / AFTER

EM

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.

Feeling insecure about the unknown prediction of vehicle's performance and fuel insufficiency

Felt better after knowing all the better ideas about the products

### 10. YOUR SOLUTION

SL

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.

The solution of mine for this problem is very simple based on machine learning, Data can be accessed periodically and the speed control, fuel efficiency like such parameters are taken into main consideration.

### 8. CHANNELS of BEHAVIOUR

CH

#### 8.1 ONLINE

What kind of actions do customers take online? Extract online channels from #7

#### 8.2 OFFLINE

What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.

In Online, Customers should update the software regarding to the test of automobile manufacturing ideas.

In offline, Check periodical fuel consumption and speed control manually and check them according with the predicted data analysis.