

	1. CUSTOMER SEGMENT(S) <small>Who is your customer? i.e. working parents of 0-5 y.o. kids</small> <div>CS</div> <p>Clients and customer work prefer to buy used cars.</p>	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>CC</div> <p>To buy a used car of which covers their overall requirements they prefer and a loss function is optimized by spending money for buying cars through better dealership.</p>	5. AVAILABLE SOLUTIONS <small>Which solutions are available to the customers when they face the problem?</small> <div>AS</div> <p>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</p> <p>The users can't buy the resale car without on their own with clear knowledge and usage of prediction model helps user to buy and made decisions without other intervention .</p>	
Focus on J&P, tap into BE, understand RC	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; explore different sides.</small> <div>J&P</div> <p>To build a machine learning model with the usage of regression algorithm techniques with the given multiple attributes from user such as Kilometre driven, year of model, mileage given and previous owner feedback.</p>	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 change in regulations.</small> <div>RC</div> <p>Prices fixed by brokers are not trustworthy and the advantage of biased valuation may affect the clients by providing high cost value to poor car selection .</p> <p>So it a problem and it need to be rectified.</p>	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 time on volunteering work (i.e. Greenpeace)</small> <div>BE</div> <p>The documentation of vehicle through dealers may be suspicious , so it is essential to built a prediction model to prove a right resale value to clients for customer satisfaction and to eliminate false documentation of cars.</p>	Focus on J&P, tap into BE, understand RC
Identify strong TR & EM	3. TRIGGERS <small>What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.</small> <div>TR</div> <p>As you know, predicting the right set of vehicles preferred by customers through ML is trustworthy as it provides necessary data to buy vehicles through car resale rentals.</p>	10. YOUR SOLUTION <small>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.</small> <div>SL</div> <p>The main objective of the project solution is to provide an efficient machine learning model to predict the resale value of cars through different collections of vehicles. and thus customers could take up themselves to buy a car based on their values with help</p>	8. CHANNELS of BEHAVIOUR <div>CH</div> <p>8.1 ONLINE What kind of actions do customers take online? Extract online channels from #7</p> <p>8.2 OFFLINE What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.</p> <ul style="list-style-type: none"> Customers should decide the worth of car through previous owner feedback based on Positive and negative outcomes. Users should confirm the Rto details provided are true through online. Users can test the car through different method approaches like performance testing and design check. 	Identify strong TR & EM

<div><div>4. EMOTIONS: BEFORE / AFTER</div><div><div>EM</div></div><div>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><div>Before: users may fear that biased prices of resale vehicles lead to distrust.</div><div>After: users can decide their car as their own with help of prediction technique as it decides the worthiness of the car without human judgment.</div></div></div>	of our ML model.	
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