

Define CS, fit into CC

1. CUSTOMER SEGMENT(S)

CS

Who is your customer?
I.e. working parents of 0-5 y.o. kids

The user who interested in buying and selling the used cars

6. CUSTOMER CONSTRAINTS

CC

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.

The Age of the car you trade-in

The overall condition of the used car

The history of the used car maintenance

The Equipment presents in the used car

5. AVAILABLE SOLUTIONS

AS

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

Making their own estimation with help of the market value of the brand-new car and the duration of the used car.

Our solution considered details like mileage, accident history and years of registration.

Explore AS, differentiate

Focus on J&P, tap into BE, understand RC

2. JOBS-TO-BE-DONE / PROBLEMS

J&P

Which jobs-to-be-done (or problems) do you address for your customers?
There could be more than one; explore different sides.

Using the suitable predictive analysis model, the prize of the used car is determined with the help of the information provided by the owner of the car.

9. PROBLEM ROOT CAUSE

RC

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.

The user can eliminate the biased value of the used cars predicted by the intermediary (dealers).

It gives knowledge about the market prices of the used cars both to the sellers and buyers

7. BEHAVIOUR

BE

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)

It only provides the market value of the used cars; it indirectly consists of the transportation charges.

Pre -ownership details like insurance, kilometers, accident details must be properly checked to determine the estimated prize .

Focus on J&P, tap into BE, understand RC

Identify strong TR & EM	<p>3. TRIGGERS TR</p> <p>What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.</p> <p>The customers can predict the exact price distribution of the used car with their own comforts like cars24 and any other used car selling websites.</p>	<p>10. YOUR SOLUTION SL</p> <p>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.</p> <p>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.</p> <p>The main objective of this project is to determine the prize of the used cars using machine learning with the help of any regression techniques . The project is based on the input to output functionality. Whenever the customer gives the details of the car (parameters) , the model will give the price of the used car as an output .</p>	<p>8. CHANNELS of BEHAVIOUR CH</p> <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 can know about the exact value of the car after they bought that car . • All the customers should register their new vehicles after the purchase . • Customers can design the car by their own interest 	Identify strong TR & EM
	<p>4. EMOTIONS: BEFORE / AFTER EM</p> <p>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.</p> <p>Before:</p> <ul style="list-style-type: none"> • Users are mostly afraid of the condition of the used car and its working like “how is it going to work , is it run well , all the parts inside the car functioning right?” . <p>After:</p> <ul style="list-style-type: none"> • All the customers after buying the car may know about the real value of the used cars and its functioning . 			