

Define CS, fit into CC		Focus on J&P, tap into BE, understand RC		Identify strong TR & EM	
1.CUSTOMER SEGMENT(S) CS <ul style="list-style-type: none">➤ A Commercial Working People travelling from one point to another.➤ Basically belonging to 18+ years old➤ Person who's vehicle experienced some accident or damage in the vehicle➤ A customer with valid insurance policy to claim	6. CUSTOMER L <ul style="list-style-type: none">➤ Troubled network connection might lead to inaccessible of certain features➤ Improper images or blurred images might affect the accurate performance of the application	5. AVAILABLE SOLUTIONS AS <ul style="list-style-type: none">➤ Approaching 3rd person for cost estimation➤ Cost estimation done by manual calculations➤ Using slow processing algorithms to detect the damage Pros ➤ The estimated values stays within the customer And bank agent		7. BEHAVIOUR L <ul style="list-style-type: none">➤ The customer has to upload the images of the car after an accident.➤ The applications will instantly evaluate the damages and displays the claim amount to the customers	
		Cons ➤ Estimated cost varies frequently ➤ The time taken for estimated is very leading to lots of loss and mental issues		8. CHANNELS of BEHAVIOR CH 8.1 ONLINE ➤ webpage can be accessed to estimate damage using input image ➤ quick access of the artificial intelligence based algorithm for damage assessment 8.2 OFFLINE ➤ Reach out to the respect insurance agentor the corresponding bank to proceed further with the insurance payment protocols ➤ validate the estimate cost with the cost provided by the firm	
2. JOBS-TO-BE-DONE / PROBLEMS T&E <ul style="list-style-type: none">➤ The main problem will be time consumption in assessing the damage cost and damage percentage➤ To address such as issues it is very important to provide a EM ccurate damage percentage and unified cost for that damage➤ Failed to provide perfect value for damage by the companies	9. PROBLEM ROOT CAUSE R <ul style="list-style-type: none">➤ Deviation or variation from the company calculated cost and the actual cost➤ Rapid development in the AI field paved way to many advance methodologies of estimation➤ Customers have to do it because of the change in regulations.	10.YOUR SOLUTION SL <ul style="list-style-type: none">➤ Accurately estimate the damage percentage➤ Predict the region of damage with respectto the vehicle➤ use fast processing algorithm for functionality➤ interactive and user-friendly solution tomake it easily accessible for the user➤ The functionality of the existing solution isslow eliminating human error while estimation		9.TRIGGERS TR <ul style="list-style-type: none">➤ Technological advancement in the field of predictions and estimation➤ colleagues and society demanding instant insurance claim➤ customer wanting to be independent without falling into false traps	
4.EMOTIONS: BEFORE / AFTER EM Before: <ul style="list-style-type: none">➤ Delay in insurance claim➤ Unable to claim an accurate amount for vehicle damage After: <ul style="list-style-type: none">➤ Customers felt independent➤ Received their insurance claims at an instant➤ Were able to evaluate an unified insurance claim for theirvehicle damages				Identify strong TR & EM	