

### Project Design Phase-I

#### Problem – Solution Fit Template

Project Title: Car resale value prediction

Project Design Phase-I - Solution Fit Template

Team ID: PNT2022TMID06615

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Project Name	Project - Car Resale value Prediction
Maximum Marks	2 Marks

**Problem-Solution Fit :** This occurs when you have evidence that customers care about certain jobs, pains, and gains. At this stage you've proved the existence of a problem and have designed a value proposition that addresses your customer's jobs, pains and gains.

Define CS, fit into CC

#### 1. CUSTOMER SEGMENT(S)

CS

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

Customers are:

- The person seeking for the selling of used cars.
- The person who are looking for second hand 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.

- Poor network connectivity
- Lack of knowledge
- Inadequate Product Knowledge
- Potential Scam
- Worry about wrong value prediction

#### 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

The proposed model will accurately predict the value of the car with various attributes.

**Pros:** Provides a trustable source to predict the price.

**Cons:** Delivering and entering False information.

Explore AS, differentiate

**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*

- Create a platform to communicate with the user.
- By creating the platform can easily connect with the customers and the requirements can be easily collected.
- It makes car value prediction simpler.

**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 price predicted by the dealers for used cars is not trustworthy.
- Some fraudulent may be occur in this process by selling above or purchasing below the actual price.

**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)

- To develop a website which will predict the actual result by using the given necessary factors.

**3. TRIGGERS****TR**

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

- Advertisement through the social media

**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.

**Emotions: Before**

There is no trustable source to predict the price exactly which would make the customers unhappy.

**Emotions: After**

Happy and satisfied customers

**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.

To develop a website which in default have a predicting algorithm to predict the car price using the given required parameters. The required parameters are like years, car engine condition, mileage, etc.,

**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.

**ONLINE:**

User select a car and give the parameters to know the actual price of that car.

**OFFLINE:**

Price may vary according to the dealers.  
Getting suggestions from friends and some experts.