

Define CS, fit into CC	<div><div>1. CUSTOMER SEGMENT(S)<div>Who is your customer? i.e. working parents of 0-5 y.o. kids</div></div><div>Individual Users : Students,Teachers</div><div>IT Business Users : Career Consultancy Service</div></div>	<div><div>6. CUSTOMER CONSTRAINTS<div>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.</div></div><div>1. Low Network Connection or Speed</div><div>2. Immutable Data Entry in predictor.</div><div>3. Obsolete Admission Data.</div></div>	<div><div>5. AVAILABLE SOLUTIONS<div>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</div></div><div>1.Manual collection admission information by multiple university but Unproductive in Timing.</div><div>2.Approximate Calculation may not be Accurate.</div></div>	Explore AS, differentiate
Focus on J&P, tap into BE, understand RC	<div><div>2. JOBS-TO-BE-DONE / PROBLEMS<div>Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.</div></div><div>Probability of admission into graduating university of their choice is addressed</div></div>	<div><div>9. PROBLEM ROOT CAUSE<div>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.</div></div><div>1.Less Accuracy by Predicting rates in existing systems.</div><div>2.Bulky Information (Including Outdated) to find ways of Relevancy Solutions.</div></div>	<div><div>7. BEHAVIOUR<div>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)</div></div><div>(+) Students collects the information and Input to our University Admit Eligibility Predictor system to know Admission Availability.</div></div>	Focus on J&P, tap into BE, understand RC
Identify strong TR & EM	<div><div>3. TRIGGERS<div>What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.</div></div><div>1.Concern about Higher graduation in future.</div><div>2.Peer Pressure.</div><div>3.Criticizing Time Period.</div></div>	<div><div>10. YOUR SOLUTION<div>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.</div></div><div>A user-friendly application which uses latest Machine learning models to predict the admission availability with high accuracy and good time complexity</div></div>	<div><div>8. CHANNELS of BEHAVIOUR<div>8.1 ONLINE<div>What kind of actions do customers take online? Extract online channels from #7</div></div><div>1.Upload the Academic Information in Predictor.</div></div><div>8.2 OFFLINE<div>What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.</div><div>1.Gathers data on their academic information.</div></div></div>	Extract online & offline CH of BE
	<div><div>4. EMOTIONS: BEFORE / AFTER<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 our Solution : Anxious, Stressed, Concerned</div><div>After our Solution : Relief, Confidence, Satisfaction</div></div>			