

Project Title: University Admit Eligibility Predictor

Project Design Phase-I - Solution Fit Template

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Define CS, fit into CC	1. CUSTOMER SEGMENT(S) CS Who is your customer? i.e. working parents of 0-5 y.o. kids College students who recently graduated and wish to be admitted to prestigious universities	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. There might be a lack of trust in the predictor's accuracy or reliability, causing customers to refrain from using it. Furthermore, users would need to enter confidential information into the model. The predictor might be avoided by a certain segment of customers due to concerns about data misuse.	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 As well as grades and GPA, we'll also take into account certain non-academic factors that may play a role in university admissions, further improving the predictor's accuracy. Secondly, we will put the model through rigorous tests in order to boost the accuracy of the predictor.	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. Designing a predictor requires a lot of data collection, so it is important that it is done right. Customers should be assured of optimum data security in order to have them retain their trust in our predictor.	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. If inaccurate data is collected or not enough factors are taken into account to judge eligibility, the predictor's reliability may be compromised. The second reason may be that customers may refrain from using our product if they perceive it to be a cyberattack.	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. Direct: Students will visit all universities they are interested. In order to get admission, she wishes to contact the students studying there a university that is desired. Find out what the requirements are as well as taking the necessary measures to meet admission requirements Indirect: Pay an agency to help students find required criteria in the desired universities and visit only those selective universities and get the job done.	
Focus on J&P, tap into BE, understand RC	3. TRIGGERS TR What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news. The chances of getting into the universities of your choice can often make students anxious and tense. With less time and effort, and less expense, students peers may have a wide selection of colleges to choose from.	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. Design a predictor with the help of the data collected, and ensure that it is accurate / reliable. Also make sure that the data collected from the users is safe and secure.	8. CHANNELS of BEHAVIOUR CH 8.1 ONLINE What kind of actions do customers take online? Extract online channels from #7 customers might search for reliable eligibility predictors that are available online and rate them based on their liking. 8.2 OFFLINE What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development. Students would discuss amongst their peer group about such predictors and if they find one to be reliable enough, they would spread the word about it.	Focus on J&P, tap into BE, understand RC
	4. EMOTIONS: BEFORE / AFTER Insecure and unaware of the process, suffering to select the most appropriate university. Rapacious agent and missing out on possible universities. Result: Secure, user-friendly, and aware of the process. Costs are reduced, and universities that are feasible are not missed.			