Project Title: University Admit Eligibility Predictor   **Project Design Phase-I** - **Solution Fit Template**   **Team ID:** PNT2022TMID52795

Define CS, fit into CC

Explore AS, differentiate

1. CUSTOMER SEGMENT(S)   CS

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

> Anyone who have completed 12th grade, looking for college.

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.

> Spending more money, Time and Energy in lack of Poor Knowledge in getting admission

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

> Seat allotment, Eligibility Criteria due to Entrance Exam like NEET, JEE, etc,

Focus on J&P, tap into BE, understand

Focus on J&P, tap into BE, understand

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.

> Desiring to get admitted into a preferred university.

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.

> Due to intense competition and failure to meet the necessary requirements.

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)

> Spend extra money and time at the last minute to get into the desired university.

3. TRIGGERS

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

> watching other students when they apply to one's preferred

10. YOUR SOLUTION

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 behavior.

> By comparing the student's grades and the college's cut off and projecting the likelihood of admittance, we would develop an application that aids students in getting the list of colleges. It is quick, effective, and dependable. It teaches you how to enhance your profile in order to gain admission to the university of your choice.

8. CHANNELS of BEHAVIOUR

8.1 ONLINE
What kind of actions do customers take online? Extract online channels from #7

> They will look up the desired option online.
> criterion to join the university and University

8.2 OFFLINE
What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.

> When on a college campus, Inquire about the university from students, academic representatives, and locals.

4. EMOTIONS: BEFORE / AFTER

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.

Confused and worried about
receiving university admission.