**Project Title: Car Resale Value Prediction Project Design Phase-I** - **Solution Fit Template Team ID:** IBMSI20220014364

**Explore AS, differentiate**

**Define CS, fit into CC**

**2. JOBS-TO-BE-DONE / PROBLEMS**

**1. CUSTOMER SEGMENT(S)**

Who is your customer?

i.e. working parents of 0-5 y.o. kids

**CS**

**6. CUSTOMER CONSTRAINTS**

**5. AVAILABLE SOLUTIONS**

Which solutions are available to the customers when they face the problem

**AS**

Used car sellers

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.

* To determine the worthiness of the car by their own within few minutes

or What pros & cons do these solutions have? i.e. pen and paper is an alternative to digital

notetaking need to get the job done? What have they tried in the past?

* A loss function is to be optimized by

spending money for dealers,brokers to buy or sell a car.

* In the past User cannot find the value of used

car buy their own without prior knowledge

about cars.

* A person who don't know much about the

car can also make predictions for used cars

easily.

**Focus on J&P, tap into BE, understand RC**

# J&P

1. **PROBLEM ROOT CAUSE**

# RC

* 1. **BEHAVIOUR**

# BE

Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.

To build a supervised machine learning model using regression algorithms for forecasting the value of a vehicle based on multiple attributes such as

* + - Condition of Engine
    - Year of Registration
    - Kilometers
    - Number of Owner

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 or brokers for used car is not trustful
* Users can predict the correct valuation of the car remotely without human intervention like car dealers.
* User can eliminate the valuation predicted by the dealer

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)

* + The History of Your Car's condition and documents produced by them will be Suspicious.
  + The model is to be built would give the nearest value of the vehicle by eliminating anonymous value predicted by using humans.

**Focus on J&P, tap into BE, understand RC**

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|  | **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.  Users can predict the correct valuation of the car by their own like Olxcars, Cars24 and other car resale value prediction websites by using model,year,owner,etc. | **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.   * The main aim of this project is to predict the price of used cars using the Machine Learning (ML) algorithms and collection data's about different cars. | 1. **CHANNELS of BEHAVIOUR CH**    1. **ONLINE**   What kind of actions do customers take online? Extract online channels from #7   * 1. **OFFLINE**   What kind of actions do customers take ofﬂine? Extract ofﬂine channels from #7 and use them for customer development.   * Customer should predict the worth of the car by using different parameters given by the owner. |  |

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| **Identify strong TR & EM** | **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.  Before:   * + User will be in fear about the biased values predicted by the humans based on the condition of the car.   After:   * + User can determine the worthiness of the car by their own without human intervention. | The project should take parameters related to used car as inputs and enable the customers to make decisions by their own. | * User Should confirm the details provided about the vehicle in RTO online. * User can decide by seeing the exterior and interior condition of the car. * User can test the performance of the car and to buy it up in a affordable price based on its condition. |  |