

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>Used car sellers</div><div>CS</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><div><div>To determine the worth of the car by their own within a minutes</div><div>Customer’s loss of money can be optimized by spending money for dealers, brokers to buy or sell a car.</div></div></div><div></div></div>	<div><div>5. AVAILABLE SOLUTIONS<div>Which solutions are available to the customers when they face the problem</div></div><div><div>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?</div><div><div>In the past User can’t find the value of their car’s selling price without prior knowledge about cars.</div><div>A person with lack of knowledge about the car can also easily predict the used car price easily.</div></div></div><div>AS</div></div>	Explore AS, differentiate
	<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><div>To build a supervised machine learning model using regression algorithms for forecasting the value of a vehicle based on multiple attributes such as</div><div><div>Condition of Engine</div><div>Year of Registration</div><div>Kilometers</div><div>Number of Owner</div></div></div><div>J&P</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><div><div>The price predicted by the dealers or brokers for used car is not trustful</div><div>Users can predict the correct value of the car remotely without human intervention like car dealers.</div><div>User can eliminate the valuation predicted by the dealer</div></div></div><div>RC</div></div>	<div><div>7. BEHAVIOUR<div>What does your customer do to address the problem and get the job done?</div></div><div><div>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>The History of Your Car's condition and documents produced by them will be Suspicious.</div><div>The model that is built would give the nearest value of the vehicle by eliminating anonymous value predicted by using humans.</div></div></div><div>BE</div></div>	
Focus on J&P, tap into BE, understand RC	<div><div>3. TRIGGERS<div>What triggers customers to act? i.e. seeing their neighbour installing solarpanels, reading about a more efficient solution in the news.</div></div><div>Users can predict the correct valuation of the car by their own like OLX cars, Cars24 and other car resale value prediction websites by using model, year, owner, etc.</div><div>R</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><div><div>The main aim of this project is to predict the price of used cars using the Machine Learning (ML) algorithms and collection of data's about different cars.</div></div></div><div>SL</div></div>	<div><div>8. CHANNELS of BEHAVIOUR</div><div><div>8.1 ONLINE<div>What kind of actions do customers take online? Extract online channels from #7</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><div><div>Customer should predict the worth of the carby using different parameters given by the owner.</div></div></div><div>CH</div></div>	Focus on J&P, tap into BE, understand RC

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.



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 almost accurate value 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.
- By seeing the exterior and interior condition of the car, user can decide their decisions.
- User can test the performance of the car and to buy it up in a affordable price based on its condition.