1. CUSTOMER SEGMENT(S)

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

efine)

CS,

fit into



Both used caí selleís and buyeís

6. CUSTOMER CONSTRAINTS

What constraints prevent your customers from taking action or limit their choices of solutions? i.e. spending power, budget, no cash, network connection, available

- · I'o eteimine the woithiness of the caí by theií own within few minutes
- A loss function is to be optimized by spending money foi dealeis, biokeis to buv oí sell a caí.

5. AVAILABLE SOLUTIONS

Which solutions are available to the customers when they face the 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

- In the past Useí cannot find the value of used caí buy theií own without píioí knowledge about caís.
- ·A peison who don't know much about the cai can also make piedictions foi used cais easily.

2. JOBS-TO-BE-DONE / PROBLEMS



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

l'o build a supeívised machine leaíning model using legiession algolithms fol folecasting the value of a vehicle based on multiple attiibutes such as

- Condition of Engine
- Age of the used cai
- Kilometeís díiven
- · Numbeí of owneís

9. PROBLEM ROOT CAUSE



CC

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

- The piice piedicted by the dealeis oibiokeis foi used cai is not tíustful.
- useís can píedict the coíiect valuation of the caí íemotely without human intervention like car dealers.
- Useí can eliminate biased valuation piedicted by the dealei.

7. BEHAVIOUR



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 Histoiy of Youi Cai's condition and documents píoduced by them will be suspicious.
- The model is to be built that would give the neafest iesale value of the vehicle by eliminating anonymous value piedicted by the humans.

3. TRIGGERS



10. YOUR SOLU 1ON

If you are working on an existing business, write down your current solution first, fill in the canvas, and check how much it fits feality.

If you aie wolking on a new business pioposition, then keep it blank until you fill in the canvas and come up with a solution that fits within customeí limitations, solves a píoblem and matches customeí behaviouí.

8. CHANNELS of BEHAVIOUR



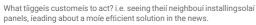
SL

What kind of actions do customeis take online? Extiact online channels fiom 3

8.2 OÜLINE

What kind of actions do customeis take offline? Extiact offline channels from 7# and use them foi customei development.

· customeí should píedict the woíth of the caí by



useis can piedict the coilect valuation of the cai by theií own like olx, caís 24 and otheí caí íesale value píediction websites by using model, yeaí, owneí, etc.



4. EMOTIONS: BETORE / ATTER

EM

How do customeís feel when they face a píoblem oí a job and afteíwaíds? i.e. lost, insecuíe > confident, in contíol - use it in youí communication stíategy & design.

Befoie: • Usei will be in feai about the biased values piedicted by the humans based on the condition of the cai.

Afteí: • useí can deteímine the woíthiness of the caí by theií own without human inteívention.

• The main aim of this píoject is to píedict the píice of used caís using the Machine Leaíning(ML) algoíithms and collection data's about diffeíent caís. The píoject should take paíameteís íelated to used caí as inputs and enable the customeís to make decisions by theií own.

using diffeient paiameteis given by the ownei.

- Useí Should confiím the details píovided about the vehicle in RľO online.
- useí can decide by seeing the exteíioí and inteíioí condition of the caí.
- Useí can test the peífoímance of the caí and to buyit up in a affoídable píice based on its condition.