

Define CS, fit into CC	<b>1. CUSTOMER SEGMENT</b> <span>CS</span> <ul style="list-style-type: none"> <li>Common people</li> <li>Car companies</li> <li>Insurance companies</li> <li>Vehicle owner</li> </ul>	<b>6. CUSTOMER</b> <span>CC</span> <p>Trust Problem : The insurance companies Give the fake information about the estimation cost modify damage part of ensuring profit of company from user</p> <p>Anxiety : Customer concern is the level of severity of the damaged parts and fixing the extent of the damaged parts is also the customer concern.</p>	<b>5. AVAILABLE SOLUTIONS</b> <span>AS</span> <p>By gathering information about the damage assessment from customer side and vehicle companies to understand the level of damage and cost needed to same</p> <p>Searching the through the internet such as online website get the insight about the damage</p>	Explore AS, differentiate
Focus on J&P, tap into BE, understand RC	<b>2. JOBS-TO-BE-DONE /a PROBLEMS</b> <span>J&amp;P</span> <ul style="list-style-type: none"> <li>Analyze the damage part and giving good cost estimation for customer satisfy and support system</li> <li>Provide the good prediction system to predict the level of damage and modify the damage parts</li> </ul>	<b>9. PROBLEM ROOT CAUSE</b> <span>RC</span> <ul style="list-style-type: none"> <li>Unaware about the level of damage</li> <li>Proper information about the estimation cost</li> <li>Not proper maintenance and accident Something etc.....</li> </ul>	<b>7. BEHAVIOUR</b> <span>BE</span> <p>The user does not know or is unaware how to deal with the damage part of vehicle</p> <p>Inefficient to predict the level of damage and analysis to estimate the cost the damaged part this is The behavior</p>	Focus on J&P, tap into BE, understand RC

Identify strong TR & EM	<b>3. TRIGGERS</b> <span>TR</span> <ul style="list-style-type: none"> <li>Seeking help to identify the level of the damaged part.</li> <li>To help people with good prediction and analysis of level and cost for the damaged part of the vehicle.</li> </ul>	<b>10. YOUR SOLUTION</b> <span>SL</span> <ul style="list-style-type: none"> <li>Collecting damaged parts of vehicles and preprocessing them to identify the severity and the location of damage.</li> <li>Users will be able to identify the level of damage by the prediction system.</li> <li>Using VGG16 Model to train the damaged parts and trying to estimate the cost for the same.</li> </ul>	<b>8. CHANNELS of BEHAVIOR</b> <span>CH</span> <p><b>ONLINE</b></p> <ul style="list-style-type: none"> <li>Online Websites</li> <li>Social Media Platforms</li> </ul> <p><b>OFFLINE</b></p> <ul style="list-style-type: none"> <li>Customer throw Words</li> <li>Anxiety and Unawareness</li> </ul>	
-------------------------	---	---	---	--

<div>4. EMOTIONS: BEFORE / AFTER</div> <div>EM</div> <ul style="list-style-type: none"><li>• <b>Before:</b> Lack of proper knowledge ,Improper maintenance,Unawareness about the level of damage and difficulty in estimating the cost for damages.</li><li>• <b>After:</b> Good knowledge about the Vehicle parts,Efficient prediction system giving the level of damage and analyzingcost for the same.</li></ul>			
---	--	--	--