

Define CS, fit into CC

1. CUSTOMER SEGMENT(S)

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

The person who wants to buy a car in seconds(used) with eligibility for driving having proof such as driving license.

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 devices.

The factors that go into determining here are "Trade-in" in milage, overall condition, equipment in car, current demand that dedicated the deal of car.

5. AVAILABLE SOLUTIONS

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

PROS	CONS
Estimated approx. car price	Lemons
Variant upgrades	Lack of choice
Lower loan amount	Negotiate fair financing of old cars
Warranty on repair	No idea how car was treated
Test drives	Low trade in value

Explore AS, differentiate

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

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

Data to be collected of individual different brand cars in difference with bs4 and bs6 model.

And price predicting and updating of the car by rate of damage and condition of car infrastructure and engine.

9. PROBLEM ROOT CAUSE

What is the real reason that this problem exists? What is the back story behind the need to do this job?

The real reason that this problem exist is in this car resale value prediction system cant predict exact price as brand owners price. This just predicts approx. the value by interior and exterior, bs4 and bs6, petrol or diesel.

7. BEHAVIOUR

What does your customer do to address the problem and

i.e. directly related: find the right solar panel installer, calculate usage and benefits; indirectly associated: customers spend time

The most important aspect of predictor from customer point of view is good condition car with cheap and best price would make customer satisfy.

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

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.

Customers can be compared the prices between individual cars as an E-Commerce website to purchase effectively.

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 purchasing a car, he/her may have a good satisfaction for getting a good car with low price. After buying customer can be given a period of warrent for servicing.

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 behavior.

Building a software with sensor that can scan the car totally and calculate the rate of damage and condition of car accurately and predict the price as per the car condition and damage.

8. CHANNELS of BEHAVIOUR

CH

8.1 ONLINE

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

Comparison and price prediction of different brands.

8.2 OFFLINE

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

They can test drive and look the condition of the car while purchase and for future purpose they can claim warranty.