Project Title: University Admit Eligibility Predictor **Project Design Phase-I - Solution Fit Template** **Team ID: PNT2022TMID43760**

Define CS, fit into CC

1. CUSTOMER SEGMENT(S)

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

CS

Students who just finished high school or college and want to get accepted into prestigious institutions.

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.

CC

Customers could be hesitant to use the predictor because they doubt its accuracy or dependability.
Additionally, since users would have to provide the model with sensitive data, some users might choose not to use the predictor out of concern for data misuse.

5. AVAILABLE SOLUTIONS

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

AS

In addition to indicators like grades and GPA, we will also take into account IELTS/TOFEL, and GRE, which are important in the admissions process of several colleges, further increasing the predictor's dependability.

Explore AS, differentiate

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

2. JOBS-TO-BE-DONE / PROBLEMS

J&P

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

Since gathering data is likely the most crucial step in creating the predictor, it is imperative that it be done correctly.

Customers' faith in our model must be maintained by providing them with the highest level of data security.

9. PROBLEM ROOT CAUSE

RC

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.

If the obtained data is determined to be erroneous or not enough parameters are taken into account to determine eligibility, the predictor's reliability may be impacted.
Second, if customers believe our product is vulnerable to cyberattacks, they can decide not to use it.

7. BEHAVIOUR

BE

What does your customer do to address the problem and get

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)

From the perspective of the consumer, the predictor's accuracy is crucial because they will base their admission decisions on its findings.

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

TR & EM

Identify strong TR & EM

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.

Comparisons between the user's actual scores and the required scores can be given.

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.

Users would feel completely in control of the admissions process since they can have complete faith in the predictor.

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.

Utilizing the data gathered, create a predictor and ensure its accuracy and dependability. Ensure the security and safety of the user data that is being collected.

8. CHANNELS of BEHAVIOUR

CH

8.1 ONLINE

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

8.2 OFFLINE

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

Customers can look for trustworthy eligibility predictors online and rate them according to how they like them.
Such predictors would be discussed by students in their peer groups, and if they discovered one that was sufficiently trustworthy, they would let others know.