Project Title: Project Design Phase-I - Solution Fit Template Team ID: PNT2022TMID45803

Define CS, fit into CC

1. CUSTOMER SEGMENT(S) CS

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

Both used caí selleís and buyeís

6. CUSTOMER CONSTRAINTS CC

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.

- **I'o eteímine the woíthiness of the caí by theií own within few minutes**
- **A loss function is to be optimized by spending money foí dealeís,bíokeís to buy oí sell a caí.**

5. AVAILABLE SOLUTIONS AS

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 is an alternative to digital notetaking

- **In the past Useí cannot find the value of used caí buy theií own without píioí knowledge about caís.**
- **A peíson who don't know much about the caí can also make píedictions foí used caís easily.**

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.

I'o build a supeívised machine leaíning model using íegíession algoíithms foí foíecasting thevalue of a vehicle based on multiple attíibutes such as

- **Condition of Engine**
- **Age of the used caí**
- **Kilometeís díiven**
- **Numbeí of owneís**

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.

- **I'he píice píedicted by the dealeís oíbíokeís foí used caí is not tíustful.**
- **useís can píedict the coííect valuationof the caí íemotely without human inteívention like caí dealeís.**
- **Useí can eliminate biased valuation píedicted by the dealeí.**

7. BEHAVIOUR BE

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)

- **I'he Histoíy of Youí Caí's condition and documents píoduced by them will be suspicious.**
- **I'he model is to be built that would give the neaíes íesale value of the vehicle by eliminating anonymous value píedicted by the humans.**

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

3. I'RIGGERS I'R

What tíiggeís customeís to act? i.e. seeing theií neighbouí installingsolaí panels, íeading about a moíe efficient solution in the news.

useís can píedict the coííect valuation of the caí by theií own like olx,caís24 and otheí caí íesale value píediction websites by using model,yeaí,owneí,etc.

10. YOUR SOLUI'ION SL

If you aíe woíking on an existing business, wíite down youí cuíient solution fiíst, fill in the canvas, and check how much it fits íeality.
If you aíe woíking on a new business píoposition, 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 behavioui.

8. CHANNELS of BEHAVIOUR CH

8.1 ONLINE
What kind of actions do customeís take online? Extíact online channels fíom 7

8.2 OïïLINE
What kind of actions do customeís take offline? Extíact offline channels fíom 7 and use them foí customeí development.

- **customeí should píedict the woíth of the caí by**

Identify strong TR & EM

4. EMOTIONS: BEFORE / AFTER EM

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

Befoíe: • **Useí will be in feaí about the biased values píedicted by the humans basedon the condition of the caí.**

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 tomake decisions by theií own.**

using diffeíent paíameteís given by the owneí.
• **Useí Should confiím the details píovided about the vehicle in RTO 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.**

Identify strong TR & EM