

Define CS, fit into CC	<p><b>1. CUSTOMER SEGMENT(S)</b></p> <p>Who is your customer? i.e. working parents of 0-5 y.o. kids</p> <p>✓ Business man, Travel agent, Family man, sports person and students.</p> <p><b>CS</b></p>	<p><b>6. CUSTOMER CONSTRAINTS</b></p> <p>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.</p> <p>✓ Able to choose the car within their budget. ✓ Above 18 age people can access our website.</p> <p><b>C</b></p>	<p><b>5. AVAILABLE SOLUTIONS</b></p> <p>Which solutions are available to the customers when they face the problem</p> <p>or need to get the job done? What have they tried in the past? What pros &amp; cons do these solutions have? i.e. pen and paper is an alternative to digital notetaking</p> <p>✓ Prediction is mainly based on some important factors of the car. ✓ By using this factors 85% accurate result can be made.</p> <p><b>AS</b></p>	Explore AS, differentiate
Focus on J&P, tap into BE, understand	<p><b>2. JOBS-TO-BE-DONE / PROBLEMS</b></p> <p>Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.</p> <p>✓ Approximate prediction can be done but there is no accurate result. ✓ Not all the factors are include approximate prediction can be</p> <p><b>J&amp;P</b></p>	<p><b>9. PROBLEM ROOT CAUSE</b></p> <p>What is the real reason that this problem exists? What is the back story behind the need to do this job?</p> <p>i.e. customers have to do it because of the change in regulations.</p> <p>✓ The commercial interest to sellers/financiers unable to predict the residual value of cars with</p> <p><b>RC</b></p>	<p><b>7. BEHAVIOUR</b></p> <p>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)</p> <p>✓ To develop a website which includes all the factors to predict the accurate result of the car.</p> <p><b>BE</b></p>	Focus on J&P, tap into BE, understand

Identify strong TR & EM	<b>3. TRIGGERS</b> <b>TR</b> What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.  <b>✓ Hear about the website through advertisement and through social media.</b>	<b>10. YOUR SOLUTION</b> <b>SL</b> 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.  <b>✓ We predict car price mainly based on availability of current spare part and capitalization chart is provided accordingly.</b>	<b>8. CHANNELS of BEHAVIOUR</b> <b>CH</b> <b>8.1 ONLINE</b> what kind of actions do customers take online? Extract online channels from #7  <b>✓ Customer can choose the car on their own</b>
	<b>4. EMOTIONS: BEFORE / AFTER</b> <b>EM</b> 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.  <b>✓ Before: No accurate result which makes the customer feel hopeless. After: Hopeful, Satisfied Customer</b>	<b>✓ By using our application customer can know the current rate of the car in the market.</b>	<b>8.2 OFFLINE</b> What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.  <b>✓ Dealers are required to choose a car and to fix the price.</b> <b>✓ Suggestion from friends.</b>

Identify strong TR & EM