**Project Title: Car resale value prediction Project Design Phase-I** - **Solution Fit Template Team ID:** PNT2022TMID12043

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

**Explore AS, differentiate**

**Deﬁne CS, ﬁt into CC**

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

**✓** Prediction is mainly based on some important factors of the car.

**✓**  By using this factors 85% accurate result can be made.

**AS**

**5. AVAILABLE SOLUTIONS**

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

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.

**✓** Able to choose the car within their

budget.

**✓** Above 18 age people can access

our website.

**CC**

**6. CUSTOMER CONSTRAINTS**

**CS**

**1. CUSTOMER SEGMENT(S)**

Who is your customer?

i.e. working parents of 0-5 y.o. kids

**✓** Business man, Travel agent, Family man, sports person and students.

**Explore AS, differentiate**

**Define CS, fit into CC**

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)

**✓** To develop a website which includes all the factors to predict the accurate result

of the car.

**BE**

**7. BEHAVIOUR**

What does your customer do to address the problem and get the job done?

**RC**

**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?

i.e. customers have to do it because of the change in regulations.

**✓** The commercial interest to sellers/financiers unable to predict

the residual value of cars with

**J&P**

**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 different sides.

**✓** Approximate prediction can be done but there is no accurate result.

**✓** Not all the factors are include approximate prediction can be

done but there is no accurate

result.  Not all the factors are included.

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

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**Identify strong TR & EM**

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| --- | --- | --- | --- | --- |
| **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.  **✓ Hear about the website through**  **advertisement and through social media.** | **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.  **✓ We predict car price mainly based on availability of current spare part and capitalization chart is provided**  **accordingly.**  **✓ By using our application customer can know the current rate of the car**  **in the market.** | 1. **CHANNELS of BEHAVIOUR CH**     1. **ONLINE**   What kind of actions do customers take online? Extract online channels from #7  **✓ Customer can choose the car on their own**   * 1. OFFLINE   What kind of actions do customers take ofﬂine? Extract ofﬂine channels from #7 and use them for customer development.  **✓ Dealers are required to choose a car and to fix the price.**  **✓ Suggestion from friends.** |  |
| **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:No accurate result which makes**  **the customer feel hopeless. After: Hopeful, Satisfied Customer** |