

Problem-Solution Fit canvas

Purpose / Vision

Version:

Define CS, fit into CL	<div>1. CUSTOMER SEGMENT(S)<div>CS</div></div> <div>Automobile Manufacturers</div>	<div>6. CUSTOMER LIMITATIONS<div>EG. BUDGET, DEVICES</div><div>CL</div></div> <div>New devices to analyse performance which increases cost</div>	<div>5. AVAILABLE SOLUTIONS<div>PROS & CONS</div><div>AS</div></div> <div>Vehicles are analysed only before release. Performance in real life scenarios are not considered.</div>	Explore AS, differentiate
	<div>2. PROBLEMS / PAINS + ITS FREQUENCY<div>PR</div></div> <div><div>Collection of data from different car manufacturers.</div><div>Numerous external factors which affect vehicle performance.</div></div>	<div>9. PROBLEM ROOT / CAUSE<div>RC</div></div> <div>Poor mileage, Less performance, more pollution because of poorly optimized vehicles.</div>	<div>7. BEHAVIOR + ITS INTENSITY<div>BE</div></div> <div><div>New system embedded in vehicle to analyze performance.</div><div>Feedback will be taken for further improvements.</div></div>	
Focus on PR, tap into BE, understand RC	<div>3. TRIGGERS TO ACT<div>TR</div></div> <div>Using ML to get the best out of current technologies</div>	<div>10. YOUR SOLUTION<div>SL</div></div> <div>System which collects performance data from vehicles actively. This data is analyzed to improve the performance of vehicles.</div>	<div>8. CHANNELS of BEHAVIOR<div>CH</div></div> <div><div>ONLINE</div><div>Hardware: Manufacturing and installing parts to collect real time data</div></div>	Extract online & offline CH of BE
	<div>4. EMOTIONS<div>BEFORE / AFTER</div><div>EM</div></div> <div><div>Before: Will it really work?</div><div>After: Confident</div></div>		<div>OFFLINE</div> <div>Software: Processing the data to arrive at solutions to improve vehicle performance</div>	
Identify strong TR & EM				