Project Title: University Admit Eligibility Predictor | **Project Design Phase-I - Solution Fit Template** | **Team ID:** PNT2022TMID35340

1. CUSTOMER SEGMENT(S) — CS

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

Students who have completed their graduation and want to get admission in a prominent foreign universities .

6. CUSTOMER CONSTRAINTS — CC

What constraints prevent your customersf rom taking action or limit their choices of solutions? I.e.spending power, budget, nocash, networkconnection, availabledevices.

Students who are in a dilemma to go for higher studies might not use the product

Students who are not financially stable and not eligible for loans might not use the product

Users might be afraid that their information might be misused so they might refrain from using the predictor

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

Students may not be able to write every exam out there like GRE, GMAT, TOEFL, IELTS so we consider what exams are needed for what universities

Apart from these exams we also consider university specific exams and GPA score

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.

In this project the data we have collected is probably the most important step in designing and predictor .

Hence it must be ensured that it done properly.

Customers should be assured of optimum data security in order to have them retain their trust in our predictor.

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.

Due to Lack of awareness among the students about the eligibility criteria of various universities in and around of the world so they seek t consultancy by spending huge amount of money in it .

As data collection is most important , accuracy of the predictor will get affected if the collected data to be incorrect.

Customer trust is most important , if the software find it to be prone to cyber attacks then customers refrain from using it .

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)

In order to see if the application is working fine customers check the accuracy of the prediction therefore they would have done prior research if they would get it and use our application as mode for clarification

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

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 solutionin the news.

Students can be provided with a comparison between the actual or traditional admission rates versus theeligibility chances with the predictor model

4. EMOTIONS: BEFORE / AFTER

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.

Students would feel that they are under complete guidance in admission process, hence they can wholeheartedly trust the predictor

EM

10. YOUR SOLUTION

If you are working on an existing business, write down your current solutionfirst, 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 fillin the canvas and come up with a solution that fits within customer limitations, solves a problem and matches customer behaviour.

SL

Designing an application that is accurate and
Making sure that the user knows that their datais safe and being transparent about how their data is being used by our application
Build a user friendly interface for smooth experience for the user

8. CHANNELS of BEHAVIOUR — CH

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

Students might search for reliable eligibility predictors andmore accurate predictors that are available online and ratethem based on their liking.

8.2 OFFLINE
What kind of actions do customers take offline? Extract offline channels from #7 and usethem for customer development.

Students will discuss among their peer groups about predictors and if they find it useful,reliable and more accurate enough,they can spread the information about it.

Identify strong TR & EM