Define CS, fit into CC

1. CUSTOMER SEGMENT(S) `CS`

* Buyer and seller

* Age categories limitation of customer is 18 &above

6. CUSTOMER CONSTRAINTS `CC`

BUYER

*Car working condition , car service, car insurance, car police complaints, state to state registration transfer

SELLER

* Value for the money

* Broker commission

5. AVAILABLE SOLUTIONS `AS`

* The existing system check the mileage.

* Fake document correction.

Explore AS, differentiate

Focus on J&P, tap into

2. JOBS-TO-BE-DONE / PROBLEMS `J&P`

* verify the document correctness before the seller

* Commission rate normal

* After seller service

* Customer feed back

9. PROBLEM ROOT CAUSE `RC`

* Stolen cars we should using of online brokers

* Government guiding , police control

* Customer satisfaction

* buyer profits

7. BEHAVIOUR `BE`

* They are easy to buy and comfortable to use

* They have all police verification certificate

* The application act user friendly for the customer

Focus on J&P, tap int C

Identify strong TR & EM

3. TRIGGERS `TR`

* Proper customer service

* Profitable income seller

4. EMOTIONS: BEFORE / AFTER `EM`

* Consideration of the customer satisfaction is very importent

10. YOUR SOLUTION `SL`

* Our project , predicts the values of resale car

* To identifying right price would benefit for buyer.

8. CHANNELS of BEHAVIOUR `CH`

1. ONLINE
   * Quality checking of the car
   * Price checking of the car
   * Kilometer of the car

2. OFFLINE
   * Physical checking

Extract online & offline CH of BE