

Project Design Phase-I - Solution Fit Template

Define CS, fit into CC	1. CUSTOMER SEGMENT(S) CS Universities that are accepting student applications and the students that are applying to universities	6. CUSTOMER CONSTRAINTS CC Limited information on the eligibility of students for universities. Lack of trust in the applications accuracies	5. AVAILABLE SOLUTIONS AS There are multiple available solutions that help predict the Universities and the applicant's eligibility	Explore AS, differentiate
Focus on J&P, tap into BE, understand RC	2. JOBS-TO-BE-DONE / PROBLEMS J&P Data privacy and security : customers will be sharing sensitive data that should be protected Data collection : Eligibility criteria for all universities should be recorded and collected to compare and inform the customers of the opportunities Accuracy : prediction accuracy should be improved	9. PROBLEM ROOT CAUSE RC Students will have to pay a lot to apply to universities that they may have very little chance to be eligible for. The predictor will help reduce this risk. Reliability of the application may be due to inaccurate data and inconsistency	7. BEHAVIOUR BE Customers must ensure that accurate data is being provided to make sure the information is accurate for analysing	Focus on J&P, tap into BE, understand RC
Identify strong TR & EM	3. TRIGGERS TR Customers will be triggered by other students/neighbors applying to universities using the application Applying to too many colleges and losing money and time and thus relying on the application to help save both	10. YOUR SOLUTION SL The solution to the proposed problem is to design an application that will take in the information and provide the customers the universities that they are eligible to. Our solution should be highly accurate at predicting the colleges.	8.CHANNELS of BEHAVIOUR CH 8.1 ONLINE Customers may search for reliable applications online 8.2 OFFLINE Students could refer to their peers at school for their experience with the applications	Identify strong TR & EM

4. EMOTIONS: BEFORE / AFTER



At the start the customers will feel overwhelmed and stressed at the number of universities to apply and check but afterwards they will be more calm and will have more clarity regarding the entire process