Explore AS, differentiate

Project Design Phase-1

Problem-Solution Fit

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Team ID:	PNT2022TMID38820
Project Title	Airlines data analytics for aviation industry

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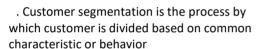
Project Design Phase-I - Solution Fit Template

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Team ID: PNT2022TMID25103

1. CUSI'OMER SEGMENI'(S)



- . customers are airport, tourist/travel agencies and other stakeholder to provide the data
- .one of the possible aspects for passenger route forecasting model can be the customer segmentation

6. CUSI'OMER CONSI'RAINI'S

What constiaints pievent youi customeis from taking action of limit themchoices of solutions?

- customer constraints could be physical movements, time, flight operation, military operations, easing the noise, weather, reduced flows, length, size of aircraft and so on
- customer experience in the airline industry is often defined as what the customer perceives and experience while travelling through the different departure stages and arrival in an airport

5. AVAILABLE SOLUPIONS

Which solutions are available to the customers when they face the problem of need to get the job done? What have they tried in the past? What pros & cons do these solutions have?

- Understanding traveler demand for specific city pairs and pricing flights can be done using data analytic
- Airlines use this AI system which is built in machine learning algorithm to collect and analyze flight data with regard to each route distance and altitude, aircraft type and weight, wealth etc. These can be handled with the aforementioned project

2. JOBS-l'O-BE-DONE / PROBLEMS J&

Which jobs-to-be-done (of píoblems) do you addiess foi you customeis? 1 heie could be moie than one; exploie diffeient sides.

- Average aircraft delay is regularly referred to as an indication of airport capacity. Flight delay is a prevailing problem in this world.
- It hurts airports, airlines, and affects a company's marketing strategies as companies rely on customer loyalty to support their frequent flying píogíam

9. PROBLEM ROOL CAUSE

What is the feal feason that this píoblem exists? What is the back stofy behind the need to do this job?

- A few factors responsible for the flight delays like runway construction to excessive traffic are rare, but bad weather seems to be a common cause.
- Some flights are delayed because of the reactionary delays, due to the late arrival of the previous flight.

7. BEHAVIOUR



What does you' custome' do to addiess the pioblem and getthe job done?

- Have done a sentiment analysis and opinion mining that analyzes people's opinions, sentiments, and studies their behavior.
- . The output of the research is a featurebased opinion summary which is also known as sentiment classification

3. IPRIGGERS

What triggers customers to act?

. Establish different levels of trigger From customer points are facility/airport Airport incident, security and weather / Natural disaster

4. EMOL'IONS: BEÏORE / AÏL'ER

How do customeis feel when they face a pioblem of a job and afteiwaids?

. The customers emotions can be frustrated if the delay in flight and result in loss of customer trust and loyalty

12R 10. YOUR SOLUI'ION

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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 behavior.

- . The solution is to predict the reasons for flight delay and for that we have put in efforts for collecting data about the flight and weather
- . we have created mining model which enables the Flight delay by observing the weather conditions
- . The motive is to propose an approach that improve the operational performance

8. CHANNELS of BEHAVIOUR



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What kind of actions do customeís take online? Extíact online channels fíom 7

• In airline analytics aviation in online should be more secured and authenticated that other third party or any other couldn't able to access the data of customers

8.2 OÏÏLINE

What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.

• offline is better as you will get better service from travel agents especially when issues like cancellations, refunds arise

