

Define CS, fit into CC	<div><div>1. CUSTOMER SEGMENT(S)<div>Who is your customer? i.e. working parents of 0-5 y.o. kids</div><div>The people who are having vehicles is Customer.</div></div></div>	<div><div>6. CUSTOMER CONSTRAINTS<div>What constraints prevent your customers from taking action or limit their choices of solutions? i.e. spending power, budget, no cash, network connection, available devices.</div><div>The raise of existing vehicle parts decrease their investment of money on a new product it is eco-friendly.</div></div></div>	<div><div>5. AVAILABLE SOLUTIONS<div>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</div><div>They have solution by using electric vehicles which reduces the use of fuel consumption.</div></div></div>	Explore AS, differentiate
	<div><div>2. JOBS-TO-BE-DONE / PROBLEMS<div>Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.</div><div>The job is to enhance the vehicle performance and make the customer feel comfortable.</div></div></div>	<div><div>9. PROBLEM ROOT CAUSE<div>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.</div><div>The root cause of the Problem is Fuel consumption and increase efficiency.</div></div></div>	<div><div>7. BEHAVIOUR<div>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)</div><div>They can contact the nearby service & acknowledge their problem on vehicle</div></div></div>	
Focus on J&P, tap into BE, understand RC				Focus on J&P, tap into BE, understand RC
Identify strong TR & EM	<div><div>3. TRIGGERS<div>What triggers customers to act? i.e. seeing their neighbour install solar panels, reading about a more efficient solution in the news.</div><div>The trigger act comes when other person vehicle has better performance and accessories.</div></div><div><div>4. EMOTIONS: BEFORE / AFTER<div>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.</div><div>The customer may feel low when they have some problem in their vehicle and after the service has been done, it increases their confidence level to drive the vehicle.</div></div></div></div>	<div><div>10. YOUR SOLUTION<div>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 behaviour.</div><div>They are various ideas to improve the Vehicle Performance. Analyzing these different aspects and qualities giving a general and at the same time a refined solution to improve the performance of the vehicle. To improve the mileage strength and efficiency and comfort, we have modified some parts and upgraded some qualities to provide better performance.</div></div></div>	<div><div>8. CHANNELS of BEHAVIOUR<div>8.1 ONLINE<div>What kind of actions do customers take online? Extract online channels from #7</div><div>The customer can take survey and also provide their feedback about the company after the service has been done to the vehicle.</div></div><div>8.2 OFFLINE<div>What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.</div><div>The customer can go directly and meet the individuals about the service of the vehicle and can give complain, if they have.</div></div></div></div>	Identify strong TR & EM