**Project Title: Smart Lender - Applicant Credibility Prediction For Loan Approval**

**Project Design Phase-I** - **Solution Fit Template**

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

**Team ID: PNT2022TMID35651**

**Explore AS, differentiate**

**Deﬁne CS, ﬁt into CC**

**AS**

**5. AVAILABLE SOLUTIONS**

* Existing machine learning models that are not reliable and fail in abnormal circumstances.

**CC**

**6. CUSTOMER CONSTRAINTS**

* Slow progress due to manual checking and approval.
* Errors committed during the credibility check due to the sheer amount of data and the large number of applications.

**CS**

**1. CUSTOMER SEGMENT(S)**

* Bankers
* Underwriter Loan Officers
* Banking Organization

**Explore AS, differentiate**

**Define CS, fit into CC**

**BE**

**7. BEHAVIOUR**

* Hastens the approval process.
* Hires additional man-power.

**RC**

**9. PROBLEM ROOT CAUSE**

* Lack of accountability and understanding of the automated decisions the models make by the users.
* Failure of models in special situations such as when the loan seeker has no credit history or has a unique history.

**J&P**

**2. JOBS-TO-BE-DONE / PROBLEM**

* Providing accurate and reliable prediction under abnormal situations.
* Providing detailed classification rather than a simple yes or no.

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

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

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Identify strong TR & EM** | **3. TRIGGERS TR**  When the workload of loan approval becomes too much to handle manually. | **10. YOUR SOLUTION SL**  Develop a machine learning model that can not only classify an applicant based on credibility but also provide further details regarding the decision or applicant. | 1. **CHANNELS of BEHAVIOUR CH**     1. **ONLINE**   They apply for loans and fill out their details.   * 1. **OFFLINE**   Seek application verification and approval. |  |
| **4. EMOTIONS: BEFORE / AFTER EM**  BEFORE: Frustrated and bored.  AFTER: Tired and exhausted. |