

Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S)<div>CS</div></div> <div>The main customers of this project are insurance companies who provide insurance for vehicles.</div>	<div>6. CUSTOMER CONSTRAINTS<div>CC</div></div> <div>Customer location, Time consuming, Less manpower, Paper work .</div>	<div>5. AVAILABLE SOLUTIONS<div>AS</div></div> <div>Initially the vehicle owners take the proof of the damage and visit the insurance company, submit those proofs and claim their applied insurance.</div>	Explore AS, differentiate
	<div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&P</div></div> <div>Analyze the damage in vehicle and estimate the insurance cost to be provided.</div>	<div>9. PROBLEM ROOT CAUSE<div>RC</div></div> <div>Number of vehicles in road has increased which has eventually increased the accident rates. It becomes hard for insurance companies to manually estimate the cost for such large numbers and maintenance of the records is also tough. The AI based insurance estimator can reduce the burden.</div>	<div>7. BEHAVIOUR<div>BE</div></div> <div>The insurance company analyse the damaged vehicles and the images submitted by the customers and estimate the insurance cost.</div>	
Focus on J&P, tap into BE, understand RC				Focus on J&P, tap into BE, understand RC

Identify strong TR & EM	<p>3. TRIGGERS TR</p> <p>The count of vehicles is increasing day by day and so the accident rates. It is difficult for insurance companies to manually analyze the damage and estimate the costs. The more efficient solution is an AI automated software that automatically analyze and estimate the damage cost.</p>	<p>10. YOUR SOLUTION SL</p> <p>The AI based software the analyze the images uploaded by the customer and estimate the cost for damaged parts</p>	<p>8. CHANNELS of BEHAVIOUR CH</p> <p>ONLINE: The insurance companies analyze the images of damaged vehicles.</p> <p>OFFLINE: The members of insurance companies visit the customer location and investigate the vehicles to estimate the damage cost.</p>	Identify strong TR & EM
	<p>4. EMOTIONS: BEFORE / AFTER EM</p> <p>Initially all the steps are done manually, it takes large amount of time and requires large paper work. After the development of the software, the cost estimate becomes easy. The cost can be estimated in minutes just by uploading the damage images.</p>			