

Define CS, fit into CC	<b>1. CUSTOMER SEGMENT(S)</b> <span>CS</span> <ul style="list-style-type: none"><li>This tool is generally used by most of the doctors.</li><li>At first, the users might face some kind of difficulties to use the software.</li></ul>	<b>6. CUSTOMER CONSTRAINTS</b> <span>CC</span> <ul style="list-style-type: none"><li>The customers must reduce the usage of power consumption.</li><li>They should maintain a stable connection to run the software.</li></ul>	<b>5. AVAILABLE SOLUTIONS</b> <span>AS</span> <ul style="list-style-type: none"><li>At early stage, the doctors use a transparent sheet to print the patient's description.</li><li>But now a days with the help this gesture-based tool the doctors can blur, rotate and resize the images accordingly.</li></ul>	Explore AS, differentiate
	<b>2. JOBS-TO-BE-DONE / PROBLEM</b> <span>J&amp;P</span> <ul style="list-style-type: none"><li>The customer must understand the algorithms.</li><li>Then, they must know how to use the software properly without any disturbance.</li></ul>	<b>9. PROBLEM ROOT CAUSE</b> <span>RC</span> <ul style="list-style-type: none"><li>The customers need to use their hands to deal with the software.</li><li>They think that these technologies are expensive right now. So, that's why some kind of delay occurs at the operation theatre.</li></ul>	<b>7. BEHAVIOUR</b> <span>BE</span> <ul style="list-style-type: none"><li>In case if customer faces some issues in the designed software, then they will contact our technical team.</li><li>The technical team will resolve the issues which are faced by our customers.</li></ul>	
Focus on J&P, tap into BE, understand RC				Focus on J&P, tap into BE, understand RC
Identify strong TR & EM	<b>3. TRIGGERS</b> <span>TR</span> <p>When it's installed at place, then the customers show some eagerness to install at their place to use the software.</p>	<b>10. YOUR SOLUTION</b> <span>SL</span> <ul style="list-style-type: none"><li>When this kind of technology launch at worldwide, then it will be helpful to the doctors to do their surgeries in quick and easier way.</li><li>The Gesture-based tool is completely based on the hand moment and it act accordingly to its trained datasets.</li></ul>	<b>8. CHANNELS of BEHAVIOR</b> <span>CH</span> <ul style="list-style-type: none"><li>Online: Extracts channels from behavior block.</li><li>Offline: Extracts channels from behavior block and is used for customer's deployment.</li></ul>	Identify strong TR & EM
	<b>4. EMOTIONS: BEFORE / AFTER</b> <span>EM</span> <ul style="list-style-type: none"><li>Sometimes doctors felt sad because they need to carry the patient's description at their place.</li><li>But now a days doctors uses the gesture tool to save their work.</li></ul>			

