

ne CS, fit into CC

1. CUSTOMER SEGMENT(S)

Who is your customer?



User is a common person who tries to understand the skin disease.

6. CUSTOMER

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.

The software designed takes time to analyse the disease and identify it.

5. AVAILABLE SOLUTIONS

Which solutions are available to the customers when they face the problem

or need to get the job done? What have they tried in

A person with prior basic knowledge can predict and classify the type of skin disease easily.

more AS, differentiate

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

2. JOBS-TO-BE-DONE / PROBLEMS

Which jobs-to-be-done (or problems) do you address for

The changes in the skin must be captured and analysed for localization and classification of the disease.

9. PROBLEM ROOT CAUSE

What is the real reason that

The difficulty comes when someone with skin disease starts to feel the pain and various symptoms of the disease.

7.

i.e. directly related: find the right solar panel installer,

A normal person could not suddenly identify the disease and just could make perceptions in the regard.

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Identifying strong TR & EM	<div>3. TRIGGERS<div>TR</div></div> <div>An inaccessible physical environment, negative attitudes about disease and a lack of suitable assistive technology (assistive, adaptive, and rehabilitative gadgets)</div>	<div>10. YOUR SOLUTION<div>SL</div></div> <div><div>If you're working for an established company, sketch out your present solution first, then fill in the blanks and see how well it corresponds to reality. If you are developing a new business proposal, leave the canvas blank until you have filled it in and developed a solution that satisfies the needs of the target market, addresses a problem, and is consistent with target market</div></div>	<div>8. CHANNELS of BEHAVIOUR<div>CH</div></div> <div><div>8.1 ONLINE</div><div>What kind of actions do customers take online? Extract online channels from #7</div></div> <div><div>8.2 OFFLINE</div><div>What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.</div></div> <div><div>Some helpful guidelines are provided in reference to the cure and effects of the skin disease.</div><div>After assisting, pay close attention to the responses. Observe the instructions given, or if your offer of assistance is turned down, respect the choice and don't make it again.</div></div>	Identifying strong TR & EM
	<div>4. EMOTIONS: BEFORE / AFTER<div>EM</div></div> <div><div>Large impacts on other people.</div><div>People must try not to neglect these people and instead treat them as any other normal person.</div></div>			