

Define CS, fit into CC

1. CUSTOMER SEGMENT(S) CS

People working with postal office sorting mails and huge data processing

6. CUSTOMER CONSTRAINTS CC

Takes up lot of time from manual side and it costs to hire human resources

5. AVAILABLE SOLUTIONS AS

Hiring more labour to work through huge data like sorting through mails with postal code.

Explore AS, differentiate

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

2. JOBS-TO-BE-DONE / PROBLEMS J&P

To make it possible for the machine to identify the handwritten digit correctly

9. PROBLEM ROOT CAUSE RC

It is exhausting to sort through piles of records and documents which becomes bothersome. It takes huge amount of time and money while using manual labour

7. BEHAVIOUR BE

They hire more hands to deal with excess data and records

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

Identify strong TR & EM

3. TRIGGERS TR

Due to huge consumption of time and wastage of manual resources

4. EMOTIONS: BEFORE / AFTER EM

They feel exhausted and it easily gets tiresome to swift through data all day. It also leads to stress and irritation.

10. YOUR SOLUTION SL

Develop a artificially intelligent machine that can perform the classification of handwritten digits with best accuracy attainable to assist manual force.

8. CHANNELS of BEHAVIOUR CH

8.1. The user can make a real time recognition of digits using the model
8.2. The user using the system can take breaks and save time just guiding the machine. Efforts are reduced significantly on manual side.

Identify strong TR & EM

