

Define CS, fit into CC	<p><b>1. CUSTOMER SEGMENT(S)</b>  <small>Who is your customer?                      i.e. working parents of 0-5 yrs Kids</small></p> <p><b>CS</b></p> <p>Doctors are the main customer for this application. Dermatologists can use this application and give suggestion for the Curable of the skin disease.</p>	<p><b>6. CUSTOMER CONSTRAINTS</b>  <small>What constraints prevent your customers from taking action or using their choices of solutions? (i.e. spending power, budget, no cash, network connection, available devices)</small></p> <p><b>CC</b></p> <p>Good network availability, capturing the image in the required pixel to get an accurate prediction of skin Disease.</p>	<p><b>5. AVAILABLE SOLUTIONS</b>  <small>Which solutions are available to the customers when they face the problem?                      or need to get the job done? What have they tried in the past?                      What price &amp; form do these solutions have? i.e. pen and paper is an alternative to digital notetaking</small></p> <p><b>AS</b></p> <p>Deep learning,EW-FCM segmentation technique, machine learning,image processing technique for Detecting the disease.</p>	Explore AS, differentiate
Focus on J&P, tap into BE, understand RC	<p><b>2. JOBS-TO-BE-DONE / PROBLEMS</b>  <small>Which jobs to be done (or problems) do you address for your customers? There could be more than one, explore different sides.</small></p> <p><b>J&amp;P</b></p> <p>This application focuses on helping the dermatologists for Better accuracy of skin disease. Identifying the disease Is the problem here.</p>	<p><b>9. PROBLEM ROOT CAUSE</b>  <small>What is the real reason that this problem exists? What is the back story behind the need to do this job?                      i.e. customers have to do it because of the change in regulations.</small></p> <p><b>RC</b></p> <p>Multiple images of the disease given as input reduces the accuracy at the output.</p>	<p><b>7. BEHAVIOUR</b>  <small>What does your customer do to address the problem and get the job done?                      (i.e. directly related, find the right solar panel installer; calculate usage and benefits, indirectly associated: customers spend less time on volunteering work (i.e. Greenpeace)</small></p> <p><b>BE</b></p> <p>Directly:                      Doctors can identify the skin Disease using this localisation.                      Indirectly:                      They can learn through their Studies or online.</p>	Focus on J&P, tap into BE, understand RC

### 3. TRIGGERS

What triggers customers to act? i.e., seeing their neighbour installing solar panels, reading about a more efficient solution in the news.

TR

seeing that other doctors  
adopt different technologies  
to achieve accuracy.

### 4. EMOTIONS: BEFORE / AFTER

How do customers feel when they face a problem or a job and afterwards?  
i.e. lost, insecure → confident, in control - use it in your communication strategy & design.

EM

BEFORE: Stressed, Low self-confidence.

AFTER: Hope and Optimism.

### 10. YOUR SOLUTION

If you are working on an existing business, write down your current solution first, fill in the canvas, and check how much it fits reality.  
If you are working on a new business proposition, then keep it blank until you fill in the canvas and come up with a solution that fits within customer limitations, solves a problem and matches customer behaviour.

SL

using AI with neural networks to  
detect the skin disease, training  
YOLO model to detect disease.

### 8. CHANNELS of BEHAVIOR

CH

#### 8.1 Online:

Basic knowledge of the skin disease and technologies.

#### 8.2 Offline:

Dermatologists try to identify the disease based on way they looks