

Define CS, fit into CC		Explore AS, differentiate		Focus on J&P, tap into BE, understand RC		
<div>1. CUSTOMER SEGMENT(S) Who is your customer? i.e. working parents of 0-5 y.o Kids</div> <div>CS</div> <div>Doctors are the main customer for this application. Dermatologists can use this application and give suggestion for the Curable of the skin disease.</div>	<div>6. CUSTOMER CONSTRAINTS What constraints prevent your customers from taking action or limit their choices or solutions? I.e., spending power, budget, no cash, network connection, available devices.</div> <div>CC</div> <div>Good network availability, capturing the image in the required pixel to get an accurate prediction of skin Disease.</div>		<div>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 the past? What pros & cons do these solutions have? I.e., pen and paper is an alternative to digital notetaking</div> <div>AS</div> <div>Deep learning, EW-FCM segmentation technique, machine learning, image processing technique for Detecting the disease.</div>		<div>7. BEHAVIOUR 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 free time on volunteering work (I.e., Greenpeace)</div> <div>BE</div> <div>Directly: Doctors can identify the skin Disease using this localisation. Indirectly: They can learn through their Studies or online.</div>	
	<div>2. JOBS-TO-BE-DONE / PROBLEMS Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.</div> <div>J&P</div> <div>This application focuses on helping the dermatologists for Better accuracy of skin disease. Identifying the disease Is the problem here.</div>		<div>9. PROBLEM ROOT CAUSE 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.</div> <div>RC</div> <div>Multiple images of the disease given as input reduces the accuracy at the output.</div>		<div>9. PROBLEM ROOT CAUSE 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.</div> <div>RC</div> <div>Multiple images of the disease given as input reduces the accuracy at the output.</div>	
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<div data-bbox="60 1485 89 1523">TR</div> <div data-bbox="65 1964 86 2089">3. TRIGGERS</div> <div data-bbox="97 1608 134 2089"><p>What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.</p></div> <div data-bbox="253 1603 399 2116"><p>seeing that other doctors adopt different technologies to achieve accuracy.</p></div>	<div data-bbox="429 1485 458 1523">EM</div> <div data-bbox="434 1787 454 2089">4. EMOTIONS: BEFORE / AFTER</div> <div data-bbox="466 1467 504 2089"><p>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.</p></div> <div data-bbox="572 1666 593 2089">BEFORE: Stressed, Low self-confidence.</div> <div data-bbox="636 1794 657 2089">AFTER: Hope and Optimism.</div>
<div data-bbox="60 813 89 851">SL</div> <div data-bbox="65 1216 86 1415">10. YOUR SOLUTION</div> <div data-bbox="97 837 197 1415"><p>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.</p></div> <div data-bbox="271 840 403 1440"><p>using AI with neural networks to detect the skin disease, training YOLO model to detect disease.</p></div>	<div data-bbox="60 141 89 179">CH</div> <div data-bbox="65 477 86 743">8. CHANNELS of BEHAVIOR</div> <div data-bbox="142 629 162 743">8.1 Online:</div> <div data-bbox="199 141 263 768"><p>Basic knowledge of the skin disease and technologies.</p></div> <div data-bbox="309 629 330 743">8.2 Offline:</div> <div data-bbox="368 141 432 768"><p>Dermatologists try to identify the disease based on way they looks</p></div>