

Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S) Who is your customer? Shopkeepers and stake holders are our major customer view</div>	<div>6. CUSTOMER CONSTRAINTS What constraints prevent your customers from taking action or limit their choices of solutions? budget, no cash, network connection, available devices and remote area services.</div>	<div>5. AVAILABLE SOLUTIONS Which solutions are available to the customers when they face the problem Food demand forecasting helps to prevent wastage of perishable foods and helps in better management options.</div>	Explore AS, differential
	<div>2. JOBS-TO-BE-DONE / PROBLEMS Which jobs-to-be-done (or problems) your customers? Food demand is forecasted based on the data sets available and periodic surveys are also done to check whether the datasets are right.</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? Wastage of perishable food and other grains are a major threat that leads to food wastage. DemandEst helps to predict the food demand using available datasets and prevent food wastage.</div>	<div>7. BEHAVIOUR What does your customer do to address the problem and get the job done? The customer need to install our app , feed the datasets/location and pay for the forecasting.</div>	

<div>3. TRIGGERS What triggers customers to act? Shopkeepers using DemandEst need not confuse themselves for predicting the food demands which triggers other stakeholders to download our app.</div>	<div>10. YOUR SOLUTION 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.</div>	<div>8. CHANNELS of BEHAVIOUR 8.1 ONLINE What kind of actions do customers take online? Extract online channels from #7<ul style="list-style-type: none">Install the appFeed the dataset/locationPay for the forecasting.</div>
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	<div>4. EMOTIONS: BEFORE / AFTER</div> <div>M</div> <div>How do customers feel when they face a problem or a job and afterwards? lost, insecure→ confident, in control →better communication strategy & design.</div> <div>E</div>		
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