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|-------------------------|--|---|---|--|
| Define CS, fit into CC  | <b>1. CUSTOMER SEGMENT(S)</b> <span>CS</span><br><br><b>Fitness Enthusiasts</b>  | <b>6. CUSTOMER CONSTRAINTS</b> <span>CC</span><br><br>Our customers are unable to access our solution due to network issues and network faults, since there are no other limits because our solution is an application.   | <b>5. AVAILABLE SOLUTIONS</b> <span>AS</span><br><br>Exercise is an existing solution. Aerobics and Yoga<br>Pros: The aim is to develop fitness habits that lead to long-term lifestyle changes and long-term improvements in health and well-being.<br>Cons: Time consumption is increased, and there are no adequate instructions based on the user's health situation. | Explore AS, differentiate  |
|                         | Focus on J&P, tap into BE, understand RC   | <b>2. JOBS-TO-BE-DONE / PROBLEMS</b> <span>J&amp;P</span><br><br>We provide nutritional information about the foods they eat on a daily basis. Thereby providing fitness to the masses and assisting them in staying healthy.   | <b>9. PROBLEM ROOT CAUSE</b> <span>RC</span><br><br>The main cause of this problem is a lack of nutrition. Improper nutrition and a lack of regular exercise create a number of diseases, making it difficult to live a healthy life.   | <b>7. BEHAVIOUR</b> <span>BE</span><br><br>Customers that have health care, dietary, or fitness concerns will be listed in the chatbox. When you first log in. Customers contribute information about their health state. A solution will be provided after an analysis of the customer's situation. |
| Identify strong TR & EM | <b>3. TRIGGERS</b> <span>TR</span><br><br>The customer will be driven to utilise our application after continual advertising of our application and hearing feedback from their friends and neighbours.                                  | <b>10. YOUR SOLUTION</b> <span>SL</span><br><br>Calories tracking is a key component in all fitness programmes that aids in illness prevention, so regular people can utilise it. The instructor displays the specific fruits calories and offers guided guidance so that the users may execute them correctly. | <b>8. CHANNELS of BEHAVIOUR</b> <span>CH</span><br>8.1 ONLINE<br><br>The programme is accessed by scanning the fruit and providing nutritional information.   | Extract online & offline CH of BE  |
|                         | <b>4. EMOTIONS: BEFORE / AFTER</b> <span>EM</span><br><br>Customers would experience insecurity and poor health prior to using our application. Customers that use our application report improved health and increased self-motivation. |   | 8.2 OFFLINE<br><br>The user will perform physical activities based on the nutritional information.  |  |