

<div data-bbox="141 1034 266 1058">3. TRIGGERS</div> <div data-bbox="719 1029 761 1059">TR</div> <div data-bbox="152 1061 638 1098"><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="819 1034 1016 1058">10. YOUR SOLUTION</div> <div data-bbox="1391 1029 1431 1059">SL</div> <div data-bbox="826 1061 1411 1160"><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.</p><p>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="1498 1034 1780 1058">8. CHANNELS of BEHAVIOUR</div> <div data-bbox="1868 1029 1910 1059">CH</div> <div data-bbox="1498 1061 2072 1179"><p>8.1 ONLINE What kind of actions do customers take online? Extract online channels from #7</p><p>8.2 OFFLINE What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.</p></div>
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Identify strong TR & EM	<p>4. EMOTIONS: BEFORE / AFTER EM</p> <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>	Identify strong TR & EM
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Project Title: A Novel Method For Handwritten Digit Recognition System

Project Design Phase-I - Solu on Fit

Template

Team ID: PNT2022TMID30518

Define CS, fit into CC	<p>1. CUSTOMER SEGMENT(S) CS</p> <p>Who is your customer? i.e. working parents of 0-5 y.o. kids</p>	<p>6. CUSTOMER CONSTRAINTS CC</p> <p>What constraints prevent your customers from taking action or limit their choices of solutions? i.e. spending power, budget, no cash, network connection, available devices.</p>	<p>5. AVAILABLE SOLUTIONS AS</p> <p>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</p>	Explore AS, differentiate
Focus on J&P, tap into BE, understand RC	<p>2. JOBS-TO-BE-DONE / PROBLEMS J&P</p> <p>Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.</p>	<p>9. PROBLEM ROOT CAUSE RC</p> <p>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.</p>	<p>7. BEHAVIOUR BE</p> <p>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)</p>	Focus on J&P, tap into BE, understand RC