

Define CS, fit into CC	<div><div>1. CUSTOMER SEGMENT(S)<div>CS</div></div><div>Who is your customer? i.e. working parents of 0-5 y.o. kids</div><div>Users having diabetes who are most prone to affected by diabetic retinopathy.</div></div>	<div><div>6. CUSTOMER CONSTRAINTS<div>CC</div></div><div>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.</div><div>Assumption that they may not get Diabetic retinopathy and laziness to upload the images of their eye and get diagnosed to it.</div></div>	<div><div>5. AVAILABLE SOLUTIONS<div>AS</div></div><div>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>Diabetic patients can go to hostpital and manually take the test to find whether they are affected by diabetic retinopathy and can get diagonosed to it.</div></div>	Explore AS, differentiate
	<div><div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&P</div></div><div>Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one, explore different sides.</div><div>Diabetic affected people should have the image of their eyes with clear clarity so that the results will be accurate.</div></div>	<div><div>9. PROBLEM ROOT CAUSE<div>RC</div></div><div>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>Clear and good vision of all is the major mission.</div></div>	<div><div>7. BEHAVIOUR<div>BE</div></div><div>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>Users should take a clear snap of their eye and upload to the website.</div></div>	
	<div><div>3. TRIGGERS<div>TR</div></div><div>What triggers customers to act? i.e. seeing their neighbour install solar panels, reading about a more efficient solution in the news.</div><div>Seeing other diabetic patients getting diabetic retinopathy and got their treatment earlier, leads to clear vision.</div></div>	<div><div>10. YOUR SOLUTION<div>SL</div></div><div>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.</div><div>Diabetic retinopathy can be efficiently detected by using</div></div>	<div><div>8. CHANNELS of BEHAVIOUR<div>CH</div></div><div>1. ONLINE What kind of actions do customers take online? Extract online channels from 7</div><div>2. OFFLINE What kind of actions do customers take offline? Extract offline channels from 7 and use them for customer development.</div><div>1. Users should upload the</div></div>	

Identify strong TR & EM	<p>4. EMOTIONS: BEFORE / AFTER</p> <p>How do customers feel when they face a problem of a job and afterwards? i.e. lost, insecure > confident, in control - use it in your communication strategy & design.</p> <p>EM</p> <p>The Users will be very happy if they got early diagnosis of the disease which leads to live a happy and healthier life.</p>	CNN algorithm in machine learning and transfer learning techniques.	image in the Online website. 2.First they should take the clear snap of the eye with good quality.	Identify strong TR & EM
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