

Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S)<div>CS</div></div> <div>Patients are customers here</div>	<div>6. CUSTOMER CONSTRAINTS<div>CC</div></div> <div><div><div>•</div><div>Need of Experts consultation</div></div><div><div>•</div><div>Budget Problem</div></div></div>	<div>5. AVAILABLE SOLUTIONS<div>AS</div></div> <div>After being affected, a patient visits a doctor for a consultation. It requires more travel time and has a budget constraint. It is not suitable for immediate consultation, but it includes an expert prescription that ensures the correct solution and care.</div>	Explore AS, differentiate
	<div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&P</div></div> <div>When afflicted with a disease, patients should take picture of the affected area and upload it.</div>	<div>9. PROBLEM ROOT CAUSE<div>RC</div></div> <div>Common causes of skin diseases include: Bacteria trapped in your pores or hair follicles. Conditions that affect your thyroid, kidneys or immune system. Contact with environmental triggers, such as allergens or another person's skin.</div>	<div>7. BEHAVIOUR<div>BE</div></div> <div>The problem of skin disease is directly connected to the patient. When he or she feels irritation or redness in skin, they can address the issues</div>	
Focus on J&P, tap into BE, understand RC	<div>3. TRIGGERS<div>TR</div></div> <div>Patients can know about this from their neighbours, colleagues, and friends.</div>	<div>10. YOUR SOLUTION<div>SL</div></div> <div>To overcome the problem we are building a model which is used for the prevention and early detection of skin cancer, psoriasis. Basically, skin disease diagnosis depends on the different characteristics like colour, shape, texture etc. Here the person can capture the images of skin and then the image will be sent the trained model. The model analyses the image and detect whether the person is having skin disease or not</div>	<div>8. CHANNELS of BEHAVIOUR<div>CH</div></div> <div>8.1 ONLINE<div>Users upload pictures of the affected area.</div></div> <div>8.2 OFFLINE<div>After the classification of disease , they can consult a doctor and cure the disease.</div></div>	Focus on J&P, tap into BE, understand RC
	<div>4. EMOTIONS: BEFORE / AFTER<div>EM</div></div> <div>Before: The patient may experience discomfort, insecurity, and mental fear after being infected.</div> <div>After: They can know about the affected disease.</div>			
Identify strong TR & EM				Identify strong TR & EM