

Project Title:  
Real-Time Communication System Powered  
by AI for Specially Abled

Project Design Phase-I - Solution Fit Template

Team ID: PNT2022TMID23360

Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S)<div>CS</div><p>Who is your customer? People of all age groups including differently abled with considerable knowledge about sign language.</p></div>	<div>6. CUSTOMER CONSTRAINTS<div>CC</div><p>What constraints prevent your customers from taking action or limit their choices of solutions?  No proper knowledge of sign language can pose a hurdle in using this application.</p></div>	<div>5. AVAILABLE SOLUTIONS<div>AS</div><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 &amp; cons do these solutions have? Text to sign conversion feature enables the customers to use this application.</p></div>	Explore AS, differentiate
	<div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&amp;P</div><p>Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.  1)Lack of communication between the differently abled and the others.  2)Inclusive behaviour especially for children.</p></div>	<div>9. PROBLEM ROOT CAUSE<div>RC</div><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.  Learning sign language is not mandatory in schools, offices etc., so there is a lack of communication medium between the differently abled and the others. This can led to exclusivity amongst children,young adults and even elders.</p></div>	<div>7. BEHAVIOUR<div>BE</div><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)  Customer can learn sign language and use this medium.</p></div>	
	Focus on J&P, tap into BE, understand RC			

Identify strong TR & EM	<b>3. TRIGGERS</b>  <b>TR</b> What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.  Seeing their colleagues or friends communicate using sign language.	<b>10. YOUR SOLUTION</b>  <b>SL</b> 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.	<b>8.CHANNELS of BEHAVIOUR</b>  <b>CH</b> <b>8.1 ONLINE</b> What kind of actions do customers take online? Extract online channels from #7  <b>8.2 OFFLINE</b> What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.	Identify strong TR & EM
	<b>4. EMOTIONS: BEFORE /AFTER</b>  <b>EM</b> 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  BEFORE: helpless, in need of a translator, unable to communicate. AFTER: in control, communicating efficiently, understanding each other .			