

Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S)<div>CS</div><div>Who is your customer? i.e. working parents of 0-5 y.o. kids</div><div>Our customers are mainly parents who are unable to monitor their children as they need work. Some of our customers includes the guardians of children of age 0-7 with needs whose activities must be monitored every now and then for each time .</div></div>	<div>6. CUSTOMER CONSTRAINTS<div>CC</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>Our customers problems with connectivity or perhaps the communication protocols themselves are the limitations they must deal with it .There's a potential that technical inefficiencies will cause problems to occur. If they gave it some second thought, they might not be able to afford . the price of the designed solution kit</div></div>	<div>5. AVAILABLE SOLUTIONS<div>AS</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>The available solutions provide some benefits like real time tracking, safe zone alerts etc. Though these devices come with such advantages, the increasing costs of such special devices, its connectivity issues and the parents no proper knowledge about these leads to low sales of these items in the market. gadgets their safety leads to low sales of these items in the market.</div></div>	Explore AS, differentiate
	<div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&P</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>To improve the proposed solution's functionality so that it can operate without issue at any moment, so greatly increasing child safety. to reassure the parents that their monitoring of their children will never be stopped.</div></div>	<div>9. PROBLEM ROOT CAUSE<div>RC</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>The root cause for the need of child tracking devices in the market the rising cases of child disappearances , abuses, kidnappings and accidents. To prevent these unfortunate child disappearances , abuses, kidnappings and accidents. To prevent these unfortunate their children.</div></div>	<div>7. BEHAVIOUR<div>BE</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>The suggested solution is constantly eager/tends to make the device operate effectively so that it does not have to contend with any additional limitations. The solution also aims to make sure that clients receive the most effective functionalities possible.</div></div>	
Focus on J&P, tap into BE, understand RC				Focus on J&P, tap into BE, understand RC
	<div>3. TRIGGERS<div>TR</div><div>What triggers customers to act? i.e. seeing their neighbour installingsolar panels, reading about a more efficient solution in the news.</div><div>The increasing cases of child disappearances, child abuses, kidnappings and accidentstriggers the parents to use child tracking gadgets for their child safety and to work peacefully.</div></div>	<div>10. YOUR SOLUTION<div>SL</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 inthe canvas and come up with a solution that fits within customer limitations, solves a problem and matches customer behaviour.</div><div>A child tracking device which is capable of monitoring the child's location, the weather conditions, notifications features to make sure their children does not move out of his safe zone and the history of child's locations to find out his/her lost belongings can provide solutions to the existing child's safety problems.</div></div>	<div>8. CHANNELS of BEHAVIOUR<div>CH</div><div>8.1 ONLINE What kind of actions do customers take online? Extract online channels from #7</div><div>When the parents are online they can always keep an eye on their children using their live location. They can also check for the weather conditions using the child's location.</div><div>8.2 OFFLINE What kind of actions do customers take offline? Extract offline channels from #7and use them for customer development.</div><div>When the parents are present physically they can often visit their child's location to ensurethey are safe and the climate looks optimal.</div></div>	
Identify strong TR & EM	<div>4. EMOTIONS: BEFORE / AFTER<div>EM</div><div>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.</div><div>Customers (Parents) are frustrated since they don't know whether their kids are safe before utilising the gadget that was built. Once they begin using the established solution, they may feel free to concentrate on their work and be able to easily keep an eye on their kids at any moment.</div></div>			Identify strong TR & EM

