

Define CS, fit into CC

Focus on J&P, tap into BE, understand RC

Identify strong TR & EM

Explore AS, differentiate

Focus on J&P, tap into BE, understand RC

Identify strong TR & EM

1. CUSTOMER SEGMENT(S) Who is your customer? i.e. working parents of 0-5 y.o. kids Food Industry Department , Restaurant workers , and Wholesale food seller	CS	6. CUSTOMER CONSTRAINTS 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. Customer might be afraid whether the output shown is appropriate or not. They could also be not confidential about the safety of their database stored.	CC	5. AVAILABLE SOLUTIONS 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 Since our project is done using machine learning, we have planned to use catboost algorithm , which predicts appropriate answer for the data given by the customer, Secondly , the data saved by the user is stored in a seperate cloud allocated for the user	AS
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2. JOBS-TO-BE-DONE / PROBLEMS Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides. Correct Information about the food material should be collected perfectly as it is the main information needed for the project. Customer should be aware of the food material details which they are calculating for a particular time period for their business	J&P	9. PROBLEM ROOT CAUSE 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. The main root causing factor is the correct data collected and stored. If the data is wrong/ inaccurate then the prediction will go wrong which leads to food wastage.		7. BEHAVIOUR 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) The important aspect of the webpage from a customer's POV is the output , since their business main raw material is food which decides their profit and loss. The security guarantee for database uploaded in the website is also very much important	
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3. TRIGGERS What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news. Customer's devices may face threat through virus attacks. versus original virus attacks.	TR	10. YOUR SOLUTION 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. Design a calculator kind web page with the help of data collected and ensure that the output predicted is accurate. The Data given by the user should be made sure whether it is safe and secure.	SL	8.CHANNELS of BEHAVIOUR 8.1 ONLINE What kind of actions do customers take online? Extract online channels from #7 8.2 OFFLINE What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development. ONLINE: Customers could search the website with the help of ratings and reviews OFFLINE: Customers could get recommendation from the other users who use the website and give a try to use it	CH
4. EMOTIONS: BEFORE / AFTER 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. Customers could feel their task to be completed successfully and easily in a short period of time since calculating the food amount to store for a particular period of time is not easy	EM				Identify strong TR & EM

