

Extractonline&ofﬂineCHofBE

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|  | **AS** |

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|  | **CS** |

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|  | **BE** |

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|  | **RC** |

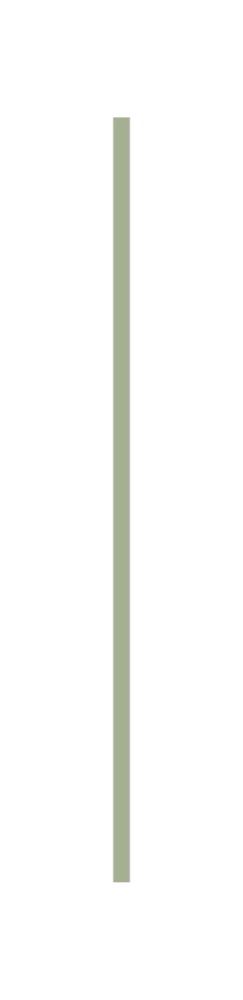
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| 1.**CUSTOMERSEGMENT(S)** **6. CUSTOMER CONSTRAINTS** 5.AVAILABLESOLUTIONS  Whoisyourcustomer? Whatconstraintspreventyourcustomersfromtakingactionorlimittheirchoices Whichsolutionsareavailabletothecustomerswhentheyfacethe  ofsolutions? orneedtogetthejobdone? |
| 2.JOBS-TO-BE-DONE/PROBLEMS **J&P** **9. PROBLEM ROOT CAUSE** 7.BEHAVIOUR  Whichjobs-to-be-done(orproblems)doyouaddressforyour Whatistherealreasonthatthisproblemexists? Whatdoesyourcustomerdotoaddresstheproblemandgetthejob customers? Whatisthebackstorybehindtheneedtodothisjob? |

**Explore AS, differentiate**

**FocusonJ&P,tapintoBE,understandRC**

**C**

**FocusonJ&P,tapintoBE,understandRC**



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| **Deﬁne CS,ﬁtinto C** |  Patients are our primary customers to solvetheirprobleminchoosingtheirdiseases.   Oursecondarycustomersarethedoctorsto maketheirjobeasywithourAITechnology.   Peoplewhocouldn’taffordforaConsultantfor choosingDiseases. |

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|  | ystrongTR&EM |  | | |  | |  |
| 3.TRIGGERS | | TR |
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suggestions.

area,

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|  Followtraditionaltreatment. \*If there is increase of pressure on particular   Taking proper treatment according to Doctor's \*Mosquito bites, \*Allergic reactions,  \*Usage of expired chemicals  Lackoftraditionaltreatment. | Behave strange and tempting to know the cause of the symptoms |

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|  Using the existing methodology, localization and classification of redness will be much easier than the existing.  E4.EMOTIONS:BEFORE/AFTER |  A software application which is used to localize and classify the type of skin disease using Conventional Neural Networks(CNN) |

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| Identif | Before:  Being frustated/Later diagnosis/Loss of taking prevention measures.  After:  Recovery, Getting relief, Happy to restart |

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| \*Ifthereisnoearlyorconventional diagnosisofthesymptoms. \*Ifwehaveprobleminmonetarysupportfor doctor'sconsultation. \*Basicknowledgeofusingapplication. \*Clarityofimages.  \*Availabilityofresources | People can upload the image of the skin, the model localize and detect the skin  disease |

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|  | **PNT2022TMID22242** | ProblemSolution-Fit | AI-based localization and classification of skin disease with erythema |

10.YOURSOLUTION SL **8.** CHANNELSofBEHAVIOUR CH ONLINE

 Searching video references for self treatment

OFFLINE



Getting advice from elders Doctor's consultation .