

Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S)<div>CS</div></div> <div>Diabetic retinopathy is irreversible, early detection is necessary. The fundus image of the patient is used to detect Diabetic retinopathy and can be stored in the database. This is preferred over manual examination of eyes.</div>	<div>6. CUSTOMER<div>CC</div></div> <div>There are no specific symptoms of Diabetic Retinopathy, sometimes they are difficult to detect. Many people do not know about diabetic retinopathy and its detrimental reaction.</div>	<div>5. AVAILABLE SOLUTIONS<div>AS</div></div> <div>Laser treatment to treat the growth of new blood vessels at the back of the eye (retina) in cases of proliferative diabetic retinopathy. Injections of anti-VEGF may be given directly into eyes to prevent new vessels from forming at the back of the eyes.</div>	Explore AS, differentiate
Focus on J&P, tap into BE, understand RC	<div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&amp;P</div></div> <div>The problem is once the diabetic retinopathy is in critical stage, it cannot be reversed. And the severity of diabetic retinopathy results in vision loss. So, in case of diabetes the early detection is necessary.</div>	<div>9. PROBLEM ROOT CAUSE<div>RC</div></div> <div>Too much sugar in the blood can lead to the blockage of the tiny blood vessels that nourish the retina, cutting off it's blood supply. As a result, the eye attempts to grow new blood vessels. But these new blood vessels don't develop properly and can leak easily. In others, abnormal new blood vessels grow on the surface of the retina.</div>	<div>7. BEHAVIOUR<div>BE</div></div> <div>This model helps in the early detection of diabetic retinopathy using the fundus images. It is more efficient and accurate than the manual examination.</div>	Focus on J&P, tap into BE, understand RC
Identify strong TR & EM	<div>3. TRIGGERS<div>TR</div></div> <div>The triggers in diabetic retinopathy patients are Spots or dark strings floating in your vision (floaters) Blurred vision. Fluctuating vision. Dark or empty areas in vision.</div>	<div>10. YOUR SOLUTION<div>SL</div></div> <div>Our solution proposes the deep learning model with fundus images to detect the severity of the diabetic retinopathy among diabetic patients and is suitable for early detection of Diabetic Retinopathy.</div>	<div>8. CHANNEL BEHAVIOUR<div>CH</div></div> <div>The patients have to take the eye examinations regularly. It is the only way to detect early and diagnosis can be done.</div>	Extract online & offline CH of BE
	<div>4. EMOTIONS: BEFORE / AFTER<div>EM</div></div> <div>Before: Adverse emotional responses include guilt, fear, anxiety, vulnerability, loss of confidence, anger, stress and depression. After: Early detection and diagnosis gives sense of hope among diabetic patients.</div>			

