

Define CS, fit into CC	1. CUSTOMER SEGMENT(S) CS Who is your customer? Special able people(Deaf and mute). Who wants to communicate with normal people.	6. CUSTOMER CONSTRAINTS CC What constraints prevent your customers from taking action or limit their choices of solutions? While communicating, they can only able to communicate with the people those who know sign language	5. AVAILABLE SOLUTIONS AS 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? The available solutions are not so accuracy in image processing and the output was not so efficient.	Explore AS, differentiate
Focus on J&P, tap into	2. JOBS-TO-BE-DONE / PROBLEMS J&P Which jobs-to-be-done (or problems) do you address for your customers? Only sign language known people can communicate so we introduced a new system to communicate all specially abled people.	9. PROBLEM ROOT CAUSE RC What is the real reason that this problem exists? What is the back story behind the need to do this job? Due to the inability to communicate with others by the specially abled people's	7. BEHAVIOUR BE 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) Finding the right signs and converting into correct communication between the people's	Focus on J&P, tap into BE, understand RC
Identify strong TR	3. TRIGGERS TR Some of the triggers are introducing in all hospitals, medical trusts and also in advertisements. 4. EMOTIONS: BEFORE / AFTER EM specially abled people hesitate to communicate with others but know using this system they can easily communicate with others.	10. YOUR SOLUTION SL Created an application using AI , that will able to convert the sign language by image processing of the specially abled people.	8. CHANNELS of BEHAVIOUR CH 8.1 ONLINE We can update our application and use it in a very efficient way. 8.2 OFFLINE In offline mode we use it but not so efficient we can use it with a recently updated application	Identify strong TR & EM

