AC

BE

 $\mathbf{CH}$ 

J&P

# 1. CUSTOMER SEGMENT(S)

Doctors or Nurses Working in private or public hospitals.

Age-20 to 50

#### 6. CUSTOMER CONSTRAINTS

Customer Needs Fastest System and Quality Camera To scan the hand movements.

### 5. AVAILABLE SOLUTIONS

If there any problem in scanning and uploading the images then they can have a separate scanner connected with system.

# 2. JOBS-TO-BE-DONE / PROBLEMS

Scan and Upload the image file of radiology images to run the program, after program execution use the hand patterns to zoom in or zoom out.

## 9. PROBLEM ROOT CAUSE

Customer needs to upload the image file then only the system gets input for sterile browsing.

### 7. BEHAVIOUR

00

RC

SL

Get good quality system ,  $\ensuremath{\mathsf{OS}}$  and camera to capture the hand movement.

### 3. TRIGGERS

Watch the videos or new related to sterile browsing radiology images to access the images faster.

### 4. EMOTIONS: BEFORE / AFTER

Have Confident in Reaching and getting more customers before start.

After Start feels some difficulties to reach the software to targeted marketing.

## 10. YOUR SOLUTION

Provide all the guide details about the software and advertise the software only medical related persons to reach good.

#### 8. CHANNELS OF BEHAVIOUR

8.1 ONLINE

Extract the social media platforms to reach online.

## 8.2 OFFLINE

Extract television channels for offline reach.