

# Problem-Solution fit

Define CS, fit into CC	<div><div>1. CUSTOMER SEGMENT(S)<div>CS</div></div><div>Who is your customer?</div><div>People with disability who have problems such as blindness, deaf, dumb, or physical disabilities can use mobility proves to be one of the most challenging issues to overcome.</div><div>A lot of navigation apps based on AI technology can help them gain more autonomy and more spontaneity when they’re getting around.</div><div>Smartphones are a powerful tool that helps users with visual impairment.</div></div>	<div><div>6. CUSTOMER CONSTRAINTS<div>CC</div></div><div>What constraints prevent your customers from taking action or limit their choices of solutions?</div><div>For people with speech impairments to use the Internet to communicate with other people.</div><div>From doing a search or dictating a text message to send to a friend. People with a visual impairment can easily use voice message and stay in touch with others.</div></div>	<div><div>5. AVAILABLE SOLUTIONS<div>AS</div></div><div>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 &amp; cons do these solutions have? i.e. pen and paper is an alternative to digital notetaking</div><div>People with disability can perform multiple tasks.</div><div>Provide personalized learning experiences. It makes use of text editors and social media to</div><div>Easy to learn and visualize access with all keywords.</div></div>	Explore AS, differentiate
	<div><div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&amp;P</div></div><div>Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.</div><div>AI instantly transcribes the conversation of a group of people. Its algorithm adds punctuation, the name of the person who is talking, and the necessary vocabulary from the user’s dictionary. Voice Access was specially created for people with reduced dexterity.</div><div>VoiceOver also uses AI to describe app icons, the battery level, and even in-part images. Indeed designing an accessible website can be quite tricky but AI technology turns out to be a game-changer.</div></div>	<div><div>9. PROBLEM ROOT CAUSE<div>RC</div></div><div>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.</div><div>Customer must be adequate to learn new things in AI revolutionary progress.</div><div>User can enlish their ideas using a visual representation of sign indicating actions.</div><div>AI allows users to share their saving goals and have communication with people.</div></div>	<div><div>7. BEHAVIOUR<div>BE</div></div><div>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)</div><div>Today, facial recognition software is being used for blind children to read books aloud and as an accessible way for deaf people to communicate with others via video chat.</div><div>People with reduced mobility can control everything at home just by using their voice.</div><div>AI has a huge impact on people with disabilities everyday lives.</div></div>	Focus on J&P, tap into C
	<div><div>3. TRIGGERS<div>TR</div></div><div>What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.</div><div>AI is to enable you to achieve personal fulfillment and stay adaptable in this fast-changing tech industry.</div><div><div>4. EMOTIONS: BEFORE / AFTER<div>EM</div></div><div>How do customers feel when they face a problem or a job and afterwards? i.e. lost, insecure &gt; confident, in control - use it in your communication strategy &amp; design.</div><div>Visually impaired users can set it up to work with VoiceOver. Allows people with disabilities to fully control their environments</div></div></div>	<div><div>10. YOUR SOLUTION<div>SL</div></div><div>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.</div><div>AI is not only for commercial but also for society.</div><div>AI allows users to share their saving goals and have communication with people.</div><div>AI can dramatically improve the efficiencies of our workplace.</div></div>	<div><div>8. CHANNELS of BEHAVIOUR<div>CH</div></div><div>8.1 ONLINE What kind of actions do customers take online? Extract online channels from #7 AI technologies can play an important role in breaking down the communication barriers of deaf.</div><div>8.2 OFFLINE What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.</div><div>Voice control users simply have to enunciate their request and easy to response their requests.</div></div>	
Identify strong TR & EM				Extract online & offline CH of BE