

Define CS, fit	<div>1. CUSTOMER SEGMENT(S) Who is your customer? i.e. working parents of 0-5 y.o. kids</div>	<div>6. CUSTOMER CONSTRAINTS What constraints prevent your customers from taking action or limit their choices of solutions? i.e. spending power, budget, no cash, network connection, available devices.</div>	<div>5. AVAILABLE SOLUTIONS 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</div>	Explore AS, Focus on J&P, tap into BE, understand RC
	<div>2. JOBS-TO-BE-DONE / PROBLEMS Which jobs-to-be-done (or problems) do you address for your</div>	<div>9. PROBLEM ROOT CAUSE What is the real reason that this problem exists? What is the back story behind the</div>	<div>7. BEHAVIOUR What does your customer do to address the problem and get the  i.e. directly related: find the right solar panel installer, calculate usage and</div>	
Focus on J&P, tap into BE, understand RC	<div>3. TRIGGERS What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.  1)Customers can know to solve their solutions.</div>	<div>10. YOUR SOLUTION 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.  1)To design a personal help desk using flask. 2)To provide insights on their queries in a graphical way.</div>	<div>8. CHANNELS of BEHAVIOUR 8.1 ONLINE What kind of actions do customers take online? Extract online channels from #7  1)All their data are secured and being updated to cloud storage  8.2 OFFLINE What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.  1)Make sure they find the best solutions for their complaints.</div>	Identify strong TR & EM
	<div>4. EMOTIONS BEFORE / AFTER 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.  1)Customers can get the from the help desk.</div>			

Identify strong TR & EM