

Project Design Phase-I - Solution Fit Template

Define CS, J&P into CC	<div><div><div>1. CUSTOMER SEGMENT(S)<div>CS</div></div><div>Who is your customer? i.e., working parents of 0-5 yr. kids</div><div></div><div>This Application used in hospitals by the doctors, mainly used for doctor-computer interaction devices in the operation room.</div></div></div>	<div><div><div>6. CUSTOMER CONSTRAINTS</div><div>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></div><div>Proper source of power, network and a neat working camera should be ensured to provide an uncompromised working of the software and the product</div></div></div>	<div><div><div>5. AVAILABLE SOLUTIONS</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 & cons do these solutions have? i.e., pen and paper is an alternative to digital notetaking</div><div></div><div>Alternatives such as usage of monitor buttons and remotes can be used but these solutions may provide inaccurate observations by the surgeon</div></div></div>	Explore AS, differentiate
	<div><div><div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&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></div><div>To get a proper observation of the patient's illness and to provide an efficient cure</div></div></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></div><div>Any distorted radio image of the patients due to complex handling of the product may result and may come up with an inefficient way of cure. And it might lead to some critical scenarios in the patient's health.</div></div></div>	<div><div><div>7. BEHAVIOUR<div>BE</div></div><div>What does your customer do to address 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></div><div>Proper tutorial along with the clear-cut working manual could be provided to check for any queries or to evaluate the seamless working of the software.</div></div></div>	

I d e n t i f y s t r o n g T R & E M	3. TRIGGERS TR What triggers customers to act? i.e. seeing their neighbor installing solar panels, reading about a more efficient solution in the news. AI based alternatives and the constant tech improvements in the Medical Industry.	10. YOUR SOLUTION SL 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 behavior. The Solution has an effective impact on getting the clear-cut observation on the original radio images captured from the patient.	8. CHANNELS of BEHAVIOUR CH 8.1 ONLINE What kind of actions do customers take online? Extract online channels from #7 Stable network connection is needed to upload and process the captured radio images in the cloud. 8.2 OFFLINE What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development. Ensure the availability of an ideal power source and a proper working of the monitor screen.	111 11er
	4. EMOTIONS: BEFORE / AFTER EM How do customers feel when they face a problem or a job and afterwards? i.e. lost, insecure > confident, in control - use it in your communication strategy & design. Customers will be more confident about the working of the product.			