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| <div>1. CUSTOMER SEGMENT(S)</div> <div>Person affected with skin diseases</div> <div>CS</div> | <div>6. CUSTOMER CONSTRAINTS</div> <div>High amount of product cost</div> <div>Availability of product is less in the market</div> <div>Requires Some knowledge about the disease</div> <div>CC</div> | <div>5. AVAILABLE SOLUTION</div> <div>The patient can consult a dermatologist and follow the prescribed medicines.</div> <div>AS</div> |
| <div>2. JOBS-TO-BE-DONE / PROBLEMS</div> <div>Don't touch the infected skin</div> <div>Don't take any medicine without Doctor consultation.</div> <div>J&P</div> | <div>9. PROBLEM ROOT CAUSE</div> <div>Usage of Chemicals</div> <div>Sunburn</div> <div>Climatic changes</div> <div>RC</div> | <div>7. BEHAVIOUR</div> <div>The images of the skin are preprocessed and trained using the yolo model .</div> <div>BE</div> |

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| Identify strong TR & EM | <div>3. TRIGGERS</div> <div>TR</div> <p>The customers heard the news about the efficiency of our model and installed our application.</p> | <div>10. YOUR SOLUTION</div> <div>SL</div> <p>The allergic skin images are uploaded in the application ,it will detect whether the patient has erythema or not.</p> | <div>8. CHANNELS of BEHAVIOUR</div> <div>CH</div> <div>8.1 ONLINE</div> <p>Online Consultation</p> <p>Search reference video and do self treatment</p> <div>8.2 OFFLINE</div> <p>Consult a Dermatologist</p> <p>Take Traditional Treatments</p> |
| | <div>4. EMOTIONS: BEFORE / AFTER</div> <div>BEFORE :</div> <p>The Patient is frustrated and worried about his skin disease.</p> <div>AFTER :</div> <p>Now the Patient got relief from his disease and became happy.</p> <div>EM</div> | | |