

## Problem-Solution fit canvas 2.0

Purpose / Vision

Define CS, fit into CC

**1. CUSTOMER SEGMENT(S)****CS**

Who is your customer?  
i.e. working parents of 0-5 y.o. kids

Doctors in Hospitals and users in medical Industry

**6. CUSTOMER CONSTRAINTS****CC**

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.

Need Full Internet Access and No Breakdown of Power

**5. AVAILABLE SOLUTIONS****AS**

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

Doctors use Their hands to access the computers.The Doctor tries to have different Radiology Images to zoom, Scroll, Rotate Etc. So we use Gesture Tools to do these actions by Hand and Face Gestures.

Explore AS, differentiate

Focus on J&amp;P, tap into BE, understand RC

**2. JOBS-TO-BE-DONE / PROBLEMS****J&P**

Which jobs-to-be-done (or problems) do you address for your customers?  
There could be more than one; explore different sides.

To Explain the techniques used in the past. And must not happen in Future. The past User must tell about the causes .

**9. PROBLEM ROOT CAUSE****RC**

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.

While Doing surgeries in Operation Theatres The Doctors should not any Equipements if He or She es The infection may spread.

**7. BEHAVIOUR****BE**

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)

Directly Related : Easy to use,can predict the Gesture action correctly and accurately. Indirectly Associated : Require High Internet Speed or Not.

Focus on J&amp;P, tap into BE, understand RC

Identify strong TR &amp; EM

**3. TRIGGERS****TR**

What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.

If any Operation is done and Completed Successfully by using this project in any hospital make the other hospital to use.

**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.

Spreading of infection.  
Fast responsive,avoid spreading ofinfection.

**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 behaviour.

1)Instead of using appliaction we can create web pages for more interactions.  
2)It consumes less data and secures info of the radiology images.  
3)Camera Should Recognise the gestures given by the doctors

**8. CHANNELS of BEHAVIOUR****CH****8.1 ONLINE**

What kind of actions do customers take online? Extract online channels from #7

To upload the Radiology Images in webpages

**8.2 OFFLINE**

What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.

Stores the result of the radiology Images

Extract online &amp; offline CH of BE

