

Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S) The people who need to understand written digits,as handwriting of different people will be different.</div> <div>CS</div>	<div>6. CUSTOMER CONSTRAINTS The handwritten digits that the customer needs to understand by reading from a piece of paper can be important and shouldn't be mistaken.So customers may not be confident about the written digits which can be complex to understand when written in a clumsy way. For example bank cheque.</div> <div>CC</div>	<div>5. AVAILABLE SOLUTIONS The novel method for handwritten digit recognition system can be used by the customer to scan the human handwritten digits and get the exact numbers written by human.</div> <div>AS</div>	Explore AS, differentiate
Focus on J&P, tap into BE, understand RC	<div>2. JOBS-TO-BE-DONE / PROBLEMS The main problem is the customer have to know how to use the digit recognition system effectively.</div> <div>J&P</div>	<div>9. PROBLEM ROOT CAUSE The customers may not be able to understand all the digits that are handwritten by the human as the digits can be illegible.</div> <div>RC</div>	<div>7. BEHAVIOUR The customers should first scan the piece of paper with handwritten digits using the systems camera. And the output which is the exact digits that are written will be shown.</div> <div>BE</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.They main reason that the customer might use the novel method for handwritten digits recognition system is that the human writing can be clumsy and if read with human eye it can be misunderstood.These digits can be important so they shouldn't be mistaken.</div> <div>TR</div>	<div>10. YOUR SOLUTION 10. YOUR SOLUTION If you are working on an existing business, write down your current solution first, fill in The best solution is to scan the paper in which the digits the canvas, and check how much it fits reality. If youwritten by human hand are present by using the are working on a new business proposition, then keep it blank until you fill in the canvas and come up with a solutand matches customerhandwritten digit recognition system and be confident behaviour.ion that fits</div> <div>SL</div>	<div>8.CHANNELS of BEHAVIOUR 8. CHANNELS OF BEHAVIOUR 8.1 ONLINE What kind of actions do customers take online? Extract online channels from #78.1 ONLINE 8.2The handwritten digit recognition system can only work with OFFLINE</div> <div>CH</div>
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Identify strong TR & EM	<div><div>4. EMOTIONS: BEFORE / AFTER</div><div>4. EMOTIONS: BEFORE / AFTER</div><div>When the customers use their eyes to read the handwritten digits the customer may misunderstand and will not be confident. But when the customers use this handwritten digit recognition system they will be confident.</div></div> <div>EM</div>	<div>within customer limitations, solves a problem about the human written digits even though they are clumsy.</div>	<div><div>What kind of actions do customers take offline? Extract offline channels provided. from #7 and use them for customer development.</div><div>8.2 OFFLINE</div><div>This system is an application that do not work when its is in offline.</div></div> <div>Identify strong TR & EM</div>
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