

Define CS, fit into CC	<div><div>1. CUSTOMER SEGMENT(S)</div><div>CS</div><div>Who is your customer? i.e. working parents of 0-5 y.o. Kids</div><div>Public are the customers</div></div>	<div><div>6. CUSTOMER CONSTRAINTS</div><div>CC</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>Lack of communication while calling</div></div>	<div><div>5. AVAILABLE SOLUTIONS</div><div>AS</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 &amp; cons do these solutions have? i.e. pen and paper is an alternative to digital notetaking</div><div>By allowing the people to reach through web app ,website, text message and allocate resource accordingly. Pros: The action will be taken while they contacting the service team immediately. Cons: If the communication become irresponsible.</div></div>	Explore AS, differentiate
	<div><div>2. JOBS-TO-BE-DONE / PROBLEMS</div><div>J&amp;P</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>It create a clean environment and to intimate the people to separate the biodegradable and non biodegradable waste..</div></div>	<div><div>9. PROBLEM ROOT CAUSE</div><div>RC</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>Improve the health, reduce pollution,ensure the environmental safety.</div></div>	<div><div>7. BEHAVIOUR</div><div>BE</div><div>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)</div><div>By contact service team through helpline.</div></div>	
	<div><div>3. TRIGGERS</div><div>TR</div><div>What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news</div><div>Thinking to save environment ,pollution free, protect health.</div></div>	<div><div>10. YOUR SOLUTION</div><div>SL</div><div>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.</div><div>It creates the pollution free-environment by clean and immaculate place and to intimate the people to separate the biodegradable and non-biodegradable waste that helps in recycling and to protect the healthy.</div></div>	<div><div>8.C-HANNELS of BEHAVIOUR</div><div>CH</div><div>8.1 ONLINE What kind of actions do customers take online? Extract online channels from #7</div><div>8.2 OFFLINE What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.</div><div>It is online process.</div></div>	
Identify strong TR & EM	<div><div>4. EMOTIONS: BEFORE / AFTER</div><div>EM</div><div>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.</div><div>They ensure the hygienic atmosphere,they create the healthy environment and used to prevent pollution.</div></div>			Identify strong TR & EM

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