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| Define CS, fit into CC | <p>1. CUSTOMER SEGMENT(S) CS</p> <ul style="list-style-type: none"> • This tool was designed for doctor for support medical imaging manipulation. • Doctors (22+ ages) | <p>6. CUSTOMER CONSTRAINTS CC</p> <ul style="list-style-type: none"> • Data Privacy • Technology awareness • Customer should have uninterrupted connection. | <p>5. AVAILABLE SOLUTIONS AS</p> <ul style="list-style-type: none"> • In early stage the doctors have to manually do navigation and manipulation of images in an electronic medical record (EMR). • By using the gesture-based navigation and manipulation of images is very much useful for the doctors. | Explore AS, differentiate |
| Focus on J&P, tap into BE, understand RC | <p>2. JOBS-TO-BE-DONE / PROBLEMS J&P</p> <ul style="list-style-type: none"> • Reduce time • Produce more accurate solution for the report (EMR). • Easy navigation and manipulation of images. | <p>9. PROBLEM ROOT CAUSE RC</p> <ul style="list-style-type: none"> • Doctor can't be able to see each and every patient records. • User friendly and doctor friendly services, • These technologies are expensive right now | <p>7. BEHAVIOUR BE</p> <ul style="list-style-type: none"> • If any problem or technical issue in software faced by our customer, they will send us feedback on the same and our technical team will solve their problem in efficient way and get back to them by sending mail. | Focus on J&P, tap into BE, understand RC |

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| <div>3. TRIGGERS</div> <div>TR</div> <ul style="list-style-type: none"> ● The time-efficient and easy browsing trigger the customers to switch to this technology. | <div>10. YOUR SOLUTION</div> <div>SL</div> <ul style="list-style-type: none"> ● When this kind of software is launched worldwide this will be very much useful for doctors. | <div>8. CHANNELS of BEHAVIOUR</div> <div>CH</div> <ul style="list-style-type: none"> ● ONLINE: Extract channels from behavior block. |
| <div>4. EMOTIONS: BEFORE / AFTER</div> <div>EM</div> <ul style="list-style-type: none"> ● Sometimes doctors have to be there with the emotional situations of patients, which sometimes make doctor disturbed. ● But nowadays doctor uses gesture tool to save their work. | <ul style="list-style-type: none"> ● It will make work easier and faster. ● This gesture-based technology is mainly based on hand signs in video frames and recognizes the images and performs a corresponding action. | <ul style="list-style-type: none"> ● OFFLINE: Extract channels from behavior block and is used for customer's deployment. |