**Project Title:** PERSONAL ASSISTANCE FOR SENIORS WHO ARE SELF-RELIANT **Project Design Phase-I** - **Solution Fit Template**  **Team ID:** PNT2022TMID41907

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

PROS:

Assurance for privacy,Timely indication,Avoid frequent checkup

CONS:

Physical limitation,bug issues in software.dependency on technology

**AS**

**5. AVAILABLE SOLUTIONS**

Which solutions are available to the customers when they face the problem

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.

Low accessibility to solutions Institutions to support idea maintenance of system.

**CC**

**6. CUSTOMER CONSTRAINTS**

**CS**

1. **CUSTOMER SEGMENT(S)**

Who is your customer?

i.e. working parents of 0-5 years of kids

Citizens who are more than 60 years above

**Explore AS, differentiate**

**Define CS, fit into CC**

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)

Aged people visits a doctor in case of emergency situations, they suggest a qualified engineer to purchase this product

**BE**

**7. BEHAVIOUR**

What does your customer do to address the problem and get the job done?

**RC**

**9. PROBLEM ROOT CAUSE**

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.

1. Proper and presice medication
2. Prevent life threatening mistakes

**J&P**

**2. JOBS-TO-BE-DONE / PROBLEMS**

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

Elder peoples have less conscious on medicine times and stressed about their routine in taking medicines.

**Focus on J&P, tap into BE, understand RC**

**Focus on J&P, tap into BE, understand RC**

**Identify strong TR & EM**

**Identify strong TR & EM**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Identify strong TR & 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.  This product reduces pharmacist guidance, giving right dosage at right time and a worthwhile product | **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.  To help senior citizens by developing a software and implementing it in a hardware device which contains all the medical records and gives notification at the right time. | 1. **CHANNELS of BEHAVIOUR CH**     1. **ONLINE**   What kind of actions do customers take online? Extract online channels from #7   * 1. **OFFLINE**   What kind of actions do customers take ofﬂine? Extract ofﬂine channels from #7 and use them for customer development  ONLINE:  Help support  Medical emenrgency  Storage of reports in cloud  OFFLINE:  Immediate medical response  Proper and precise medication |  |
| **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.  Need medical management > Easy to access and timely medication |