

Define CS, fit into CC

## 1. CUSTOMER SEGMENT(S)

CS

- Donor who were interested to donate (age limit 18-65)
- Plasma recipient
- Hospitals
- Plasma banks

## 6. CUSTOMER CONSTRAINTS

CC

- Few customers were easily frightened
- Customers don't know where to donate
- Donor must be fit and healthy to donate.
- Donor doesn't know the nearest donor
- Can't donate whenever they wish

## 5. AVAILABLE SOLUTIONS

AS

- Contacting people to donate plasma at risky situation
- The donor and recipient have same platform to monitor the availability and request
- Recipient gets recovered

Explore AS, differentiate

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

- Peoples were unaware
- Right donors are not available at perilous situation
- Demand of plasma is high but lack of donors

## 9. PROBLEM ROOT CAUSE

RC

- First time to donate.
- Lack of awareness

## 7. BEHAVIOUR

BE

- Volunteers comes forward to help others
- Plasma donation camp helps needy people.
- Available donor list will be displayed when customer request

<p><b>3. TRIGGERS</b></p> <ul style="list-style-type: none"> <li>• At exigency situation</li> <li>• Cognizance will be created</li> <li>• Lives can be salvaged</li> </ul>	<p><b>10. YOUR SOLUTION</b> <span>SL</span></p> <p>The solution for this problem is to create cloud based web application which connect the plasma donor and recipient</p>	<p><b>8. CHANNELS of BEHAVIOUR</b> <span>CH</span></p> <p><b>ONLINE</b></p> <ul style="list-style-type: none"> <li>• Search for plasma donor through online easily</li> <li>• Clear your doubts</li> <li>• Notification will be sent to the donor</li> <li>• Contacting others through social media</li> </ul> <p><b>OFFLINE</b></p> <ul style="list-style-type: none"> <li>• Plasma campaigns</li> <li>• Donate plasma</li> <li>• Awareness</li> <li>• Contact friends and neighbors</li> </ul>
<p><b>4. EMOTIONS: BEFORE / AFTER</b></p> <p><b>BEFORE:</b> <span>EM</span></p> <ul style="list-style-type: none"> <li>• Frustrated to find right donor at right situation</li> <li>• Affrighted about side effects</li> <li>• Less knowledge</li> <li>• Lack of awareness</li> </ul> <p><b>AFTER:</b></p> <ul style="list-style-type: none"> <li>• Self-satisfied</li> <li>• Reduce death rate</li> <li>• Save others life at risky situation</li> <li>• Boot your mood</li> <li>• People won't afraid to donate for next time</li> </ul>		