

Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S) Who is your customer? <div>CS</div> 1)Customers who are seeking solution for their problem.  2)Customers to decide how to relate customers in each segment.</div>	<div>6. CUSTOMER CONSTRAINTS <div>CC</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.  1)The applications should be available in all devices.  2)The solution should be clinical and alert the customers.</div>	<div>5. AVAILABLE SOLUTIONS Which solutions are available to the customers when they face the problem <div>AS</div> 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 1)Communication should efficient and properly addressed. 2)There should be lot of solutions available.</div>	Explore AS, differer
	<div>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.  1)The application should be available to find solution for their queries. 2)They should also get free solutions. 3)They will be able to categorize their expenses.</div>	<div>9. PROBLEM ROOT CAUSE <div>RC</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.  1)The customers don’t know their guidelines to find solution for their problems.  2)Lack of Knowledge.  3)Not knowing answer to a question.</div>	<div>7. BEHAVIOUR What does your customer do to address the problem and get the job done? 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>BE</div> 1)To make sure the customers read the guidelines properly.  2)To make sure they find a proper solution for their problems.</div>	
Focus on J&P, tap into BE,		Focus on J&P, tap into BE,		
<div>3. TRIGGERS <div>TR</div> What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.  1)Customers might know their solution for their problem.</div>	<div>10. YOUR SOLUTION <div>SL</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.  1)Design a help desk using flask.  2)To provide insights in a graphical way.</div>		<div>8. CHANNELS of BEHAVIOUR <div>CH</div> 8.1 ONLINE What kind of actions do customers take online? Extract online channels from #7  1)All their data are stored in cloud storage.  8.2 OFFLINE What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development. 1)To make sure the find the best solutions.</div>	
<div>4. EMOTIONS: BEFORE / AFTER <div>EM</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.  1)Customers can get help from the help desk.</div>				