

Define CS, fit into CC	<div><div>1. CUSTOMER SEGMENT(S)</div><div>Who is your customer? i.e. working parents of 0-5 y.o. kids</div><div>CS</div><div>Customers are the person who are affected by the disease.</div></div>	<div><div>6. CUSTOMER CONSTRAINTS</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>CC</div><div>Easy to use. More Efficient. Only the web application and the image is required.</div></div>	<div><div>5. AVAILABLE SOLUTIONS</div><div>Which solutions are available to the customers when they face the problem</div><div>AS</div><div>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</div><div>Quick results. No prior knowledge is required.</div></div>	Explore AS, different
	<div><div>2. JOBS-TO-BE-DONE / PROBLEMS</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>JP</div><div>For consulting a doctor is more difficult for the patients because of the crowd. Early detection of disease..</div></div>	<div><div>9. PROBLEM ROOT CAUSE</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>RC</div><div>It takes long time to predict the disease. By using this application it will be easier to detect the disease at the earlier stage.</div></div>	<div><div>7. BEHAVIOUR</div><div>What does your customer do to address the problem and</div><div>BE</div><div>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>It is free to use. Accurate results will be given.</div></div>	
Focus on J&P, tap into BE, understand RC				Focus on J&P, tap into BE, understand RC

To make them try at their home without moving out.	<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>	<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>	<div><div>8. CHANNELS of BEHAVIOUR</div><div>CH</div><div>8.1 ONLINE What kind of actions do customers take online? Extract online channels from #7 They can upload images and predict through online. 8.2 OFFLINE</div></div>	To make them try at their home without moving out.

<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 > confident, in control – use it in your communication strategy & design.</div><div>The person may feel insecure before . After this he will feel more secure.</div><div>Before it takes long for the disease to be predicted . After using this application more time will be saved.</div></div>	<div><div>They are recognized more faster and more accurate.</div><div>The model trained to learn the low level to high level features and the classification results are validated.</div></div>	<div><div>What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.</div><div>They have to prepare the spiral and wave images by writing with hand and upload the images in the system.</div></div>
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