

Problem-Solution fit canvas 2.0

Purpose / Vision

Define CS, fit into CC

1. CUSTOMER SEGMENT(S)

CS

Who is your customer?
i.e. working parents of 0-5 y.o. kids

Specially abled (Deaf and Dump) people who is not able to hear or speak anything.

6. CUSTOMER CONSTRAINTS

CC

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.

Specially abled persons often have lower education accomplishments, poorer health conditions, higher poverty rates and less economic engagement then people without disabilities.

5. AVAILABLE SOLUTIONS

AS

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

A person with a hearing impairment may wish to use a closed FM amplification system or sign language interpreter when participating in group activities. Use drawings, writing, and gestures to assist you in communicating.

Explore AS, differentiate

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

2. JOBS-TO-BE-DONE / PROBLEMS

J&P

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

We as a society must help specially abled people to focus on their strengths, instead of their weaknesses so that they can enjoy their life like us. We should also accept them as equal and not someone who need to be pitied.

9. PROBLEM ROOT CAUSE

RC

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 lack of accessibility in national sign languages
2. The lack of awareness and training for healthcare professionals and
3. The barriers related to the pandemic.

7. BEHAVIOUR

BE

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

Provide guidance and counselling to differently abled individuals. Create awareness about the needs of differently abled persons, and other general issues concerning their learning.

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

Identify strong TR & EM

3. TRIGGERS

TR

Differently-abled people face discrimination in everyday life. People suffering from mental illness or mental retardation face the worst stigma and are subject to severe social exclusion.

4. EMOTIONS: BEFORE / AFTER

EM

Hearing loss can affect a person in three main ways: **fewer educational and job opportunities due to impaired communication**. social withdrawal due to reduced access to services and difficulties communicating with others. emotional problems caused by a drop in self-esteem and confidence.

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.

The project aims to develop a system that converts the sign language into a human hearing voice or text in the desired language to convey a message to normal people, as well as convert speech or text into understandable sign language for the deaf and dumb.

8. CHANNELS of BEHAVIOUR

CH

8.1 ONLINE

The use of technology in special education **helps break the barriers for people with disabilities and provide them with access to the most relevant educational programs.**

8.2 OFFLINE

The differently abled people communicate with each other by **mere gestures, physical touch, finger sensations and stimulations on the skin of the sufferer and a multitude of techniques that did not find its existence on the grounds of technicality**

Extract online & offline CH of BE