



<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>An efficient and early detection of disease will trigger peoples.</div></div>	<div><div>10. YOUR SOLUTION</div><div>SL</div><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.</div><div>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>Using AI & DL, Image Analysis, allowing patients to get their diagnosis done right away from their homes. Because of AI & DL the reports generated are more accurate and efficient for further analysis. This technology can easily detect the disease in early stage itself.</div></div>	<div><div>8.CHANNELS of BEHAVIOUR</div><div>CH</div><div><div>8.1 ONLINE</div><div>What kind of actions do customers take online? Extract online channels from #7</div><div>8.2 OFFLINE</div><div>What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.</div></div><div>Most people prefer visiting doctor inperson for diagnosis since, this disease cannot be identified over a phone call.</div></div>
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