



## What do they **THINK AND FEEL?**

what really counts  
major preoccupations  
worries & aspirations

classification  
of skin  
disease is  
made easier

Differentiating  
between skin  
disease is not  
a big deal now

Easy to  
identify the  
type of  
disease

Can see  
various skin  
disease  
details under  
one platform

Able to know  
about  
different type  
of skin  
disease

Brief  
description  
about various  
skin disease

What do they  
**SEE?**  
environment  
friends  
what the market offers

## What do they **SAY AND DO?**

attitude in public  
appearance  
behavior towards others

Satisfaction  
on seeing  
the platform

Got clear  
idea about  
the type of  
skin disease

Well planned  
description  
about the  
type of skin  
disease

We can  
recommend  
this website  
to every  
other people

System is  
designed well  
and useful for  
every people

What do they  
**HEAR?**  
what friends say  
what boss say  
what influencers say

The system  
is very  
helpful and  
user friendly

## **PAIN**

fears  
frustrations  
obstacles

Information  
provided by  
the system is  
not relevant

Accessing  
the  
information is  
somewhat  
difficult

Misjudgement  
of the type of  
skin disease in  
our body

## **GAIN**

"wants" / needs  
measures of success  
obstacles

Predict the  
skin disease  
at the  
earliest

Earliest  
treatment is  
suggested to  
cure the  
disease

Services are  
provided  
round the  
clock