Define CS, fit into CC

1. CUSTOMER SEGMENT(S)   `CS`
- This tool is generally used by most of the doctors.
- At first, the users might face some kind of difficulties to use the software.

6. CUSTOMER CONSTRAINTS   `CC`
- The customers must reduce the usage of power consumption.
- They should maintain a stable connection to run the software.

5. AVAILABLE SOLUTIONS   `AS`
- At early stage, the doctors use a transparent sheet to print the patient's description.
- But now a days with the help this gesture-based tool the doctors can blur, rotate and resize the images accordingly.

Explore AS, differentiate

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

2. JOBS-TO-BE-DONE / PROBLEM   `J&P`
- The customer must understand the algorithms.
- Then, they must know how to use the software properly without any disturbance.

9. PROBLEM ROOT CAUSE   `RC`
- The customers need to use their hands to deal with the software.
- They think that these technologies are expensive right now. So, that's why some kind of delay occurs at the operation theatre.

7. BEHAVIOUR   `BE`
- In case if customer faces some issues in the designed software, then they will contact our technical team.
- The technical team will resolve the issues which are faced by our customers.

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

Identify strong TR & EM

3. TRIGGERS   `TR`
When it's installed at place, then the customers show some eagerness to install at their place to use the software.

4. EMOTIONS: BEFORE / AFTER   `EM`
- Sometimes doctors felt sad because they need to carry the patient's description at their place.
- But now a days doctors uses the gesture tool to save their work.

10. YOUR SOLUTION   `SL`
- When this kind of technology launch at worldwide, then it will be helpful to the doctors to do their surgeries in quick and easier way.
- The Gesture-based tool is completely based on the hand moment and it act accordingly to its trained datasets.

8. CHANNELS of BEHAVIOR   `CH`
- Online:
  Extracts channels from behavior block.
- Offline:
  Extracts channels from behavior block and is used for customer's deployment.

Identify strong TR & EM