**Project Title: Real -Time Communication System Powered by AI for Specially Abled. Project Design Phase-I** - **Solution Fit Template Team ID:**PNT2022TMI23730

**De fin**

# 1. CUSľOMER SEGMENľ(S)

Who is youí customeí?

i.e. woíking paíents of 0-5 y.o. kids

# CS 6. CUSľOMER CONSľRAINľS

**CC 5. AVAILABLE SOLUľIONS**

Which solutions aíe available to the customeís when they face the

píoblem

**AS Ex**

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**CS**

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1. Who aíe all visually & heaíing handicapped;suffeíing fíom locomotoí disability; oí suffeíing fíom mental íetaídation.

What constíaints píevent youí customeís fíom taking action oí limit theií choices

of solutions? i.e. spending poweí, budget, no cash, netwoík connection, available devices.

* 1. Assistive píoducts maintain oí impíove an individual’s functioning and independent .
  2. Foí eg.Heaíing aids, wheelchaiís, communication aids .

oí need to get the job done? What have they tíied in the past? What píos & cons do these solutions have? i.e. pen and papeí is an alteínative to digital notetaking

* + 1. Voice píosthesis device, Cochleaí implant which oveícomes the disability of heaíing sounds ,scíeen bíaille communicatoí .

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# Fo 2. JOBS-ľO-BE-DONE / PROBLEMS

**J&P**

# PROBLEM ROOľ CAUSE

**RC 7. BEHAVIOUR**

**BE Fo**

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Which jobs-to-be-done (oí píoblems) do you addíess foí youí customeís? ľheíe could be moíe than one; exploíe diffeíent sides.

* 1. Avoid jaígon oí long woíds that might be haíd to undeístand.
  2. Be píepaíed to use diffeíent communication tools which helps them to oveícome the píoblem.

What is the íeal íeason that this píoblem exists? What is the back stoíy behind the need to do this job?

i.e. customeís have to do it because of the change in íegulations.

* 1. Some disabilities affects how a peíson can communicate theií message thíough speaking, pointing at pictuíes, wíiting, letteí boaíd oí device.
  2. Some disabilities affect both compíehension and expíession and can íange fíom mild seveíe.

What does youí customeí do to addíess the píoblem and get the job done?

i.e. diíectly íelated: ﬁnd the íight solaí panel installeí, calculate

usage and beneﬁts; indiíectly associated: customeís spend fíee time on

volunteeíing woík (i.e. Gíeenpeace)

* 1. Píactice íestíaint and patience while dealing with those speech disabilities that’s how the customeís have the confidence to addíess theií píoblems.

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| **Id**  **En Ti Fy**  **St Ro Ng**  **TR**  **& EM** | 1. **ľRIGGERS ľR**   What triggers customers to act? i.e. seeing their neighbour installing  solar panels, reading about a more efficient solution in the news.   * 1. Find commonalities   2. before thinking about differences.   3. Do not victimize people with disabilities.   4. Adjust posture to be eye-level. | 1. **YOUR SOLUľION 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.  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.   * 1. ľheíe aíediffeíent solution aíe analyzing undeí this píoject.   2. finally the hand gestuíe and visualization analyzeí used to oveícomes the disabilities . | 1. **CHANNELS of BEHAVIOUR CH**    1. **ONLINE**   What kind of actions do customeís take online? Extíact online channels fíom 7   * 1. **OÏÏLINE**   What kind of actions do customers take ofﬂine? Extract ofﬂine channels from #7 and  use them for customer development.  Online:  Learn some advanced hand gesturethings  .Offline :  Learn how to communicate with peoples from neighbours. |  |  |

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|  | **4. EMOľIONS: BEÏORE / AÏľER EM**  How do customeís feel when they face a píoblem oí a job and afteíwaíds?  i.e. lost, insecure > confident, in control - use it in your communication strategy & design.  Before:  Reduce self-esteem, Negative self-image, Feeling isolation ,Depression.  After:  Feeling confidence while having normal conversion with all level people. |  |  |  |  |