

Define CS, fit into CC	<div><div>1. CUSTOMER SEGMENT(S)</div><div>Who is your customer?</div><div><ul style="list-style-type: none">Any age groupsE-Service center for signature recognitionPostal department, Banks and Educational departmentsVisually Challenged</div></div>	<div><div>6. CUSTOMER CONSTRAINTS</div><div>What constraints prevent your customers from taking action or limit their choices of solutions?</div><div><ul style="list-style-type: none">Network or Connection issuesEveryone won't be having proper gadgets</div></div>	<div><div>5. AVAILABLE SOLUTIONS</div><div>Which solutions are available to the customers when they face the problem</div><div>Solution: There's no proper alternative for this technology, People have to recognize by their own knowledge</div><div>Pro: No need for any gadgets</div><div>Cons:<ul style="list-style-type: none">Not everyone can understand others hand writingsLeads to misunderstanding</div></div>	Explore AS, differentiate
	<div><div>2. JOBS-TO-BE-DONE / PROBLEMS</div><div>Which jobs-to-be-done (or problems) do you address for your customers?</div><div><ul style="list-style-type: none">No hard time recognizing handwritten scriptsHandwritten text can be digitalized and stored for future use</div></div>	<div><div>9. PROBLEM ROOT CAUSE</div><div>What is the real reason that this problem exists? What is the back story behind the need to do this job?</div><div><ul style="list-style-type: none">Time factorSometimes people are not good at recognizing all types of handwriting</div></div>	<div><div>7. BEHAVIOUR</div><div>What does your customer do to address the problem and get the job done?</div><div><ul style="list-style-type: none">Capture the handwritten script and give for recognitionStore the digitalized text for future reference</div></div>	
Focus on J&P, tap into BE, understand RC	<div><div>3. TRIGGERS</div><div>What triggers customers to act?</div><div><ul style="list-style-type: none">Inability to recognize different and difficult writingsOver time handwritten scripts can be degraded so Digitalization is preferredCannot carry the handwritten scripts everywhere</div></div>	<div><div>10. YOUR SOLUTION</div><div>Use Handwritten recognition technology:<ul style="list-style-type: none">Gives the properly recognized and digitalized textTime saving</div></div>		Extract online & offline CH of BE
	<div><div>4. EMOTIONS: BEFORE / AFTER</div><div>How do customers feel when they face a problem or a job and afterwards?</div><div><ul style="list-style-type: none">Dependent→ IndependentComplex→SimpleTime consuming→Time savingFrustrated →Relaxed</div></div>	<div><div>8. CHANNELS of BEHAVIOUR</div><div>8.1 ONLINE What kind of actions do customers take online?</div><div>Uploading the image of handwritten scripts</div><div>8.2 OFFLINE What kind of actions do customers take offline?</div><div>Take the handwritten scripts and place it for capturing without any blurring</div></div>		