1. Who are the target customers?*For whom are you creating this solution?  
Among these customers, who are the most important ones to start with?*

**Hospitals, communities and government workers.**

2. What needs/ pain points are you trying to solve?By using your product/ solution, the customers' needs will be solved.

**The robot can help government monitor people’s body temperature as well as**

**help healthy professional make basic treatment and consultation with patients or their family. Users can control the robot remotely to do their job without showing up, but they can still monitor the situation through video call.**

**The robot can greatly reduce people’s risk for being infected as well as make people job more convenient since it can work for a long time.**

3. What are the existing solutions on the market? Why is your solution better than the others?("Better" means your solution is either creating more value, or more cost-effective. This should be the  
reason why your customer will choose your solution over the others.)

**For temperature measuring function:**

**There are already some fully autonomous temperature measuring robot in the market.**

**Our solution is cost-effective (under 3000 RMB), and user can still monitor the situation and interact with others through video call.**

**For remote consultation function:**

**Normal tablet and self-service registration machine at hospitals.**

**The robot combines their functions as well as can move around and deliver food and pills to patients.**

**In conclusion, the robot is multifunctional and cost-effective, so that when the covid-19 situation is over, the robot can still be used in many scenarios like nursing homes.**

4. Now, describe your idea in one sentence.Please use the following template to describe your solution.

**For hospital and government workers who need to lower the risk of being infected by covid-19 while doing their job, our product is a Healthcare Telepresence Robot that can be controlled remotely to make remote interaction, measure people’s temperature and deliver food or medicine for people.**