

**SERVICE CONCEPT** Give it a punchy name!

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**WHAT JOB DOES IT SOLVE?** Based on your interview findings, describe the JTBD – the pain that your service wants to solve.

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**WHAT'S THE OUTCOME?** Describe the core value of your idea, what does it help them to achieve?

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**WHO ARE THE SERVICE PROVIDERS?** Describe the service providers and their roles in the service delivery. Who is the customer owner?

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**WHAT'S THE MAIN CUSTOMER INTERFACE?** What is the key customer touchpoint? How's the service branded?

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**WHO IS THIS FOR?** Describe the user type and their scenario

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Illustrate the concept in a high-level, that express the core value of the service for their users and the service providers involved

**SKETCH**

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