Define CS, fit into CC

1. CUSTOMER SEGMENT(S) `CS`
Who is your customer?
i.e. working parents of 0-5 y.o. kids

Hospital management and patients.

6. CUSTOMER CONSTRAINTS `CC`
What constraints prevent your customers from taking action or limit their choices of solutions? i.e. spending power, budget, no cash, network connection, available devices.

Not able to predict the patient LOS properly especially during the pandemic period

5. AVAILABLE SOLUTIONS `AS`
Which solutions are available to the customers when they face the problem or need to get the job done? What have they tried in the past? What pros & cons do these solutions have? i.e. pen and paper is an alternative to digital notetaking

Effective hospital bed management using data mining technique

Explore AS, differentiate

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

2. JOBS-TO-BE-DONE / PROBLEMS `J&P`
Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.

Need the proper data analysis of allocation of beds and other needs of patients

9. PROBLEM ROOT CAUSE `RC`
What is the real reason that this problem exists? What is the back story behind the need to do this job?
i.e. customers have to do it because of the change in regulations.

Insufficient analysis in data ,human error and poor scheduling.

7. BEHAVIOUR `BE`
What does your customer do to address the problem and get the job done?
i.e. directly related: find the right solar panel installer, calculate usage and benefits; indirectly associated: customers spend free time on volunteering work (i.e. Greenpeace)

Regularly monitoring the database of patients and measures to avoid error

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

3. TRIGGERS `TR`
What triggers customers to act? i.e. seeing their neighbour installing solar .panels, reading about a more efficient solution in the news

Prevailing emergency situations and Pandemic period situations and Pandemic period

10. YOUR SOLUTION `SL`

Using **predictive analysis** powered by the AI which is used in analytics technique

8. CHANNELS of BEHAVIOUR `CH`
8.1 ONLINE

Secure login ,Usage of data exploration.

4. EMOTIONS: BEFORE / AFTER EM

BEFORE: Unstable physical and psychological state during the pandemic period

AFTER : Physical and psychological comfort and security to the patients. Improved critical care bed allocation decisions.

Proper Data analysis and implementation in **Interactive dashboard.**

8.2 OFFLINE

Preparing the data set on the patients occupancy period,predicting the LOS with

doctors