

Define CS, fit into	1. CUSTOMER SEGMENT(S) Who is your customer? i.e. working parents of 0-5 y.o. kids 1. All age type of Patients 2. Hospital Health care Management	6. CUSTOMER CONSTRAINTS 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 1. Hospital authorities should only access the details 2. Need to use the resource in a effective way 3. Patient should register before stay	5. AVAILABLE SOLUTIONS 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 The Length of patient's stay is predicted using Machine Learning Algorithm	Explore AS, differ
Focus on J&P, tap into BE,	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. 1 Predict Patient's Length of stay 2 Optimize Hospital resources 3 Provide proper care for 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. 1. Sudden emergence of any pandemic disease 2. Lack of Hospital resources	7. BEHAVIOUR BE 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) Hospital management use the previous records to predict the LOS of	Focus on J&P, tap into BE,
	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. After the Consequences of unexpected pandemic disease COVID ,Hospitals are trying to optimize the resources by using parameter LOS of patient 4. EMOTIONS: BEFORE / AFTER EM How do customers feel when they face a problem or a job and afterwards? i.e. lost, insecure > confident, in control – use it in your communication strategy & design. Hospital management is in anxiety when they need to give treatment to the huge number of patients With Limited resources	10. YOUR SOLUTION 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. The Length of Stay of Patient is predicted using other parameters like Age, severity. All the data are cleaned and uploaded in IBM Cognos for analysis The dataset is explored and visualized using many available tools	8. CHANNELS of BEHAVIOUR CH 8.1 ONLINE What kind of actions do customers take online? Extract online channels from #7 Exploring data and having the opportunity to predict the outcomes of the future using various bars, charts and graphs 8.2 OFFLINE What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development. Collect the data on patient qualities and history and visualize them in various representation	