

Define CS, fit into CC	<div><div>1. CUSTOMER SEGMENT(S)<div>CS</div></div><div>Who is your customer? i.e. working parents of 0-5 y.o. kids</div><div>Both Patients and the stake holders involved in the healthcare and hospitals to diagnose and predict the liverdisease</div></div>	<div><div>6. CUSTOMER CONSTRAINTS<div>CC</div></div><div>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.</div><div>The constraints is mainly in the hospital side to manage and fetch the report without any delay</div></div>	<div><div>5. AVAILABLE SOLUTIONS<div>AS</div></div><div>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 &amp; cons do these solutions have? i.e. pen and paper is an alternative to digital notetaking</div><div>Predicting the stage of the liver diseasewhich class it belongs to Pros: Reducing the man-work behind the process</div></div>	Explore AS, differentiate
	<div><div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&amp;P</div></div><div>Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.</div><div>Predicting the stage of the liver disease where the patient falls under into the category.</div></div>	<div><div>9. PROBLEM ROOT CAUSE<div>RC</div></div><div>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.</div><div>The major setback to search for thissolution is to get more accurate predictions in the health-care domainand the human error should be minimized and eliminated.</div></div>	<div><div>7. BEHAVIOUR<div>BE</div></div><div>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)</div><div>Patients can verify their results with the doctors in case if they don't trust the results from the system.</div></div>	
Focus on J&P, tap into BE, understand RC			<div><div>8. CHANNELS OF BEHAVIOUR<div>CH</div></div><div>ONLINE What kind of actions do customers take online? Extract online channels from 7 #</div><div>OFFLINE What kind of actions do customers take offline? Extract offline channels from 7 # and use them for customer development.</div><div>Online: check whether other sites could provide more optimized results than the current one. Offline: Can check the quality and performance of other hospitals in thesurroundings.</div></div>	Focus on J&P, tap into BE, understand RC
	<div><div>3. TRIGGERS<div>TR</div></div><div>What triggers customers to act? i.e. seeing their neighbor installing solar panels, reading about a more efficient solution in the news.</div><div>Patients can get the more optimizedresults.</div></div>	<div><div>10. YOUR SOLUTION<div>YS</div></div><div>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 behavior.</div><div>Health-care industry has been booming with current technology day-by-day, so predictingthe type of the liver disease based on the Scan report may be more useful in the future occurrences, it may lead to reduce the humanerror and lead to more optimized results.</div></div>		
Identify strong TR & EM	<div><div>4. EMOTIONS: BEFORE / AFTER<div>EM</div></div><div>How do customers feel when they face a problem of a job and afterwards? i.e. lost, insecure confident, in control- use it in your communication strategy &amp; design.</div><div>Before: Time delay, lack of clarity After: No time delay, More relieved, Automated results</div></div>			Identify strong TR & EM

