Problem-Solution fit canvas 2.0

Purpose / Vision

1. CUSTOMER SEGMENT(S) `CS`

Who is your customer?
i.e. working parents of 0-5 y.o. kids

1. All kind of patients.
2. Hospital Management

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.

1. Patient will not able stay without register in the health care.
2. Can't give surety for the effective utilization of resources

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

1. Patient can search their data according to the patient ID, Disease name using Text mining Information Retrieval.
2. It is easy to identify their details.
3. Due to poor internet connection, it takes too much time.

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. Proper allocation of resources
2. Predicting length of stay of the patients
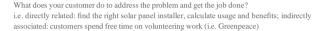3. Providing proper treatment to the patients.

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. It is challenging for people to manage their data day-to-day due to inefficient prediction and calculation of the situations.
2. They always manually prepare a data.

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)

When it comes to collecting the data, manual calculations lead to fluctuation.
Data tracking with the methodologies like text mining and information retrieval

3. TRIGGERS `TR`

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

1. Seeing other hospitals providing better treatment than the current hospital
2. Thinking that home treatment is better than hospital treatment

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.

Before: Tensed and perplexed mindset to recover from disease.

After: Happy and satisfied after proper treatment

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 behavior.

Using various representation and analytical techniques to represent the data in various forms and formats.

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 development purpose.

Gather the data on patient qualities and history and visualize them in various representation

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