

Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S)<div>C</div><ul style="list-style-type: none">Customers are large as well as small hospitals, clinics, registered users having medical issues</div>	<div>6. CUSTOMER CONSTRAINTS<div>C</div><ul style="list-style-type: none">Economic backgroundPsychological problemsLack of doctorsHuge manual intervention</div>	<div>5. AVAILABLE SOLUTIONS<div>A</div><ul style="list-style-type: none">Manual doctor visitProper dietExercise</div>	Explore AS, differentiate
Focus on J&P, tap into BE, understand RC	<div>2. JOBS-TO-BE-DONE / PROBLEMS<div></div><p>Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.</p><ul style="list-style-type: none">Reduce dependence on doctorsLess time to findBetter UI</div>	<div>9. PROBLEM ROOT CAUSE<div>RC</div><p>What is the real reason that this problem exists? What is the back</p><ul style="list-style-type: none">Large number of dataHuge manual intervention</div>	<div>7. BEHAVIOUR<div>BE</div><p>i.e. directly related: find the right solar panel installer, calculate</p><ul style="list-style-type: none">Have a proper dietRefer internet for various resourcesRegular medical checkupsSmokers may be in the customer segmentHospitals might take time to process the data</div>	Focus on J&P, tap into BE, understand RC

<div><div>3. TRIGGERS</div><div>TR</div><div>What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.</div><div><ul style="list-style-type: none">Other hospitals processing health data quickerOther customers doing self diagnosis</div></div>	<div><div>10. YOUR SOLUTION</div><div>SL</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.</div><div>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.</div><div><ul style="list-style-type: none">Automated heart diagnosis with an interactive dashboardML algorithms with better accuracy and less errorIBM Cognos for better UI in dashboardDiet and health recommendations may be added</div></div>	<div><div>8. CHANNELS of BEHAVIOUR</div><div>CH</div><div>8.1 ONLINE</div><div>What kind of actions do customers take online? Extract online channels from #7</div><div>8.2 OFFLINE</div><div>What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.</div><div><ul style="list-style-type: none">Recommends diet chartSingle platform and referring internet including non-trustable websites which lead to false diagnosis can be avoidedHospitals may start using this and as a result can conduct online appointments and increase their patient base</div></div>
<div><div>4. EMOTIONS: BEFORE / AFTER</div><div>EM</div><div>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.</div><div><ul style="list-style-type: none">Pain in long waiting time for resultsHospitals may have lesser income as they cannot process a lot of patients data and this application may result in more profit</div></div>		