

Project Design Phase-I - Solution Fit Template

Define CS, fit into CC	1. CUSTOMER SEGMENT(S) <small>Who is your customer?</small> a). Adults who are in the age of above 18. b). Doctors and Health care Assistants in hospitals who help in heart disease prediction. c). People who are more health conscious.	6. CUSTOMER CONSTRAINTS <small>What constraints prevent your customers from taking action or limit their choices of solutions?</small> a). The updates of the medical analysis of user can be done periodically via internet . It is impossible without network connection. b). It is mandatory for a user to have a smartphone as a minimum requirement. c). Customer data might not be safe sometimes.	5. AVAILABLE SOLUTIONS <small>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?</small> a). The users must follow the healthy life style by considering the medical analysis of themselves. b). Based on that, the user can prevent himself from doing things which could harm his/her health conditions.	Explore AS, differentiate
Focus on J&P, tap into BE, understand RC	2. JOBS-TO-BE-DONE / PROBLEMS <small>Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.</small> a).Proper input should be given to get the proper prediction. b).They should have an account.	9. PROBLEM ROOT CAUSE <small>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.</small> a). Less seriousness among people about heart disease b). This kind of applications were not well founded among people c). Most of the applications are build concerned with money-making	7. BEHAVIOUR <small>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)</small> a). Providing the accurate parameters will lead to the appropriate prediction of disease.	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>a). Positive feedback from the existing users might trigger a customer to use the dashboard.</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>a). Our proposed solution is to predict the heart disease using Naive Bayes Algorithm and visualizing the parameters of heart disease using IBM cognos analytics.</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>a). The updated medical analysis of the customer can be viewed online.</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>a). The customer can view their recently saved reports offline.</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>a). The User might feel tense about his health condition, before.</div><div>b). The user might feel secure and stay alert about his/her health condition.</div></div>		