## 1. CUSTOMER SEGMENT(S)



## 6. CUSTOMER CONSTRAINTS



- Doctors in hospitals
- Clinics
- **Health Centers**

E.g.: Doctors can use this along with the patients' medical data to analyze the risk of heart disease.

# Budget

- No accuracy in prediction
- Interactive Dashboards
- **Network Connection**
- Need of dataset
- There is no awareness about the

#### 5. AVAILABLE SOLUTIONS

Which solutions are available to the customers when they face the problem AS

Explore

AS

differentiate

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

- Customers can go to the doctor for a medical checkup.
- Based on the test results, doctors will advise them.
- The patient can do manual prediction

# J&P

## 2. JOBS-TO-BE-DONE / PROBLEMS

Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.

- Visualizations give doctors very good insights on the potential chances for a patient to get heart disease.
- It is also very useful to explain to patients so that they can easily understand the risk factor and take care of themselves to reduce the likelihood of getting heart disease.
- Standard of Data: The outcome is fully depends on the accurate and relative dataset
- Visualizing and predicting heart disease

#### 9. PROBLEM ROOT CAUSE



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.

- Not storing and analyzing data properly to help doctors make informed decisions
- Increasing in heart disease will not be identified firstly is major reason.
- There is a possibility of considering every heart disease as same
- There is no idea about relation between similar heart disease

## 7. BEHAVIOUR



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)

Ensure data is stored in an organized and sequential order like an excel sheet for example right from the start so that is ready to be used for analysis.

The customer need accurate results For the various datasets.

## 3. TRIGGERS

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

Patients who have a history with heart disease or those patients who are currently experiencing similar symptoms to those who have heart disease.

Similarity of heart disease is not identified

#### 4. EMOTIONS: BEFORE / AFTER



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.

Feeling afraid and depressed.

Develop a feeling of awareness which mean people There is huge uncertainity in knowing the accurate and correct Reason for a disease and predicting it.

### 10. YOUR SOLUTION



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.

To clean data and provide visualizations to help doctors in their diagnosis of patient as well as make customers more aware of this issue.

## 8. CHANNELS of BEHAVIOUR



#### 8.1 ONLINE

What kind of actions do customers take online? Extract online channels from #7

#### 8.2 OFFLINE

What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.

# ONLINE:

Users look at the data and compare it with their test results Upload data. Prepare data, Exploration of data.

**OFFLINE:** Doctors use it as a tool to diagnose patients and make accurate predictions.