

Define CS, fit into CC	<div><div>1. CUSTOMER SEGMENT(S)<div>Who is your customer? i.e. working parents of 0-5 y.o. kids</div><div><div>1. Patients</div><div>2. Medical practitioner</div></div></div></div>	<div><div>6. CUSTOMER CONSTRAINTS<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><div>1. Easy to use</div><div>2. Best Quality</div></div></div></div>	<div><div>5. AVAILABLE SOLUTIONS<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 & cons do these solutions have? i.e. pen and paper is an alternative to digital notetaking</div><div><div>1. Using ECG spectrum AI model predicts cardiovascular disease.</div></div></div></div>	Explore AS, differentiate
	<div><div>2. JOBS-TO-BE-DONE / PROBLEMS<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><div>1. Clear vision for doctors</div><div>2. Approach from hospitals</div></div></div></div>	<div><div>9. PROBLEM ROOT CAUSE<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><div>1. It is not easy to diagnose similarities between arrhythmia through ECG.</div></div></div></div>	<div><div>7. BEHAVIOUR<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><div>1. It is the easy way to find the classification of this disorder.</div></div></div></div>	
	<div><div>3. TRIGGERS<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><div>1. This would be more effective because, due to lack of correct diagnose some people loose their life.</div></div></div><div><div>4. EMOTIONS: BEFORE / AFTER<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><div>1. Decrease in anxiety.</div><div>2. Proper treatment for proper diagnosis.</div><div>3. Decrease in doctors pressure.</div></div></div></div></div>	<div><div>10. YOUR SOLUTION<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 behaviour.</div><div><div>1. classification is done based on the treatment accordingly can be diagnosis easily comparing to manual.</div></div></div></div>	<div><div>8.CHANNELS of BEHAVIOUR<div>8.1 ONLINE<div>What kind of actions do customers take online? Extract online channels from #7</div><div>8.2 OFFLINE<div>What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.</div></div></div><div><div>1. This model can predict future disease saving life's of many people.</div></div></div></div>	

