

# Problem-Solution Fit

Define CS, fit into CL	<b>1. CUSTOMER SEGMENT(S)</b> <span>CS</span>  Our customer is the patient who wants to know whether he has heart disease or not	<b>6. CUSTOMER LIMITATIONS</b> <small>EG. BUDGET, DEVICES</small> <span>CL</span>  The patient need to physically visit hospital, undergo various tests, obtain test results and consult doctor.	<b>5. AVAILABLE SOLUTIONS</b> <small>PLUSES &amp; MINUSES</small> <span>AS</span>  Switch to the online portal for undergoing diagnosis and it will be safer during pandemic	Explore AS, differentiate
Focus on PR, tap into BE, understand RC	<b>2. PROBLEMS / PAINS + ITS FREQUENCY</b> <span>PR</span>  Difficulty in finding the dataset  Difficulty in maintaining the security of data	<b>9. PROBLEM ROOT / CAUSE</b> <span>RC</span>  Physical tiredness  Time consuming process	<b>7. BEHAVIOR + ITS INTENSITY</b> <span>BE</span>  Stress, unhealthy eating, and physical inactivity were the behaviors of the patients, which predict the risk factors for heart disease	Focus on PR, tap into BE, understand RC
Identify strong TR & EM	<b>3. TRIGGERS TO ACT</b> <span>TR</span> Patients to spend more time in hospitals. Patients feel physically and mentally tired  <b>4. EMOTIONS</b> <small>BEFORE / AFTER</small> <span>EM</span> Before – Frustrated, Tired, Exhausted After – Comfortable, Satisfied, Stress free	<b>10. YOUR SOLUTION</b> <span>SL</span> Visualize the relationship between various causes for heart disease Adopt ML Strategies to predict Heart disease by creating an online portal	<b>8. CHANNELS of BEHAVIOR</b> <span>CH</span>  <b>ONLINE</b> search for trustworthy portal associated with physicians  <b>OFFLINE</b> Go the specialized hospitals and undergo diagnosis	Extract online & offline CH of BE