

| STAGE | AWARENESS | CONSIDERATION | PURCHASE | ONBOARDING | ADVOCACY |
|--------------|--|---|---|--|--|
| USER ACTION | Asks advice/ suggestions from experts from doctors | Doing liver related tests Eg:Billirubin, creatine | Purchase of proper & suggested treatment medicines either online/offline | If liver disease,changing life style to healthy one & in take of proper medicine | Medical advice from doctors &suggestion to others for following a healthy diet |
| TOUCH POINTS | Online web application | Main input page ,result page | Checkout of medicines in online,mode of payment.Buy of medicines in offline payment | - | Customer feedback, customer review |
| EMOTIONS | Fear | Pain | Anxiety | Happy | Rejoicing |
| PAIN POINTS | - | No suggestion module page, no further information | Checkout page does not support all calls | - | No direct calling or visiting of doctor, making an appointment |
| SOLUTIONS | - | Creating a suggestion module is affected by telling proper diet | Clarify checkout page to show accepted payment option | - | Create a solution where they can approach a doctor giving first preference |