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|--|---|--|---|--|
| Define CS, fit into CC                   | <div>1. CUSTOMER SEGMENT(S)<div>CS</div><p>Segmentation divides a patient population into distinct groups—each with specific needs, characteristics, or behaviors—to allow care delivery and policies to be tailored for these groups. The idea of segmenting patients for integrated care is not new.</p></div>                | <div>6. CUSTOMER CONSTRAINTS<div>CC</div><p>Within healthcare systems these constraints may show up as bottlenecks within the process. While the bottleneck is evidence of a constraint, the constraint is usually related to equipment, staff or a policy which is stopping the process from functioning effectively</p></div>  | <div>5. AVAILABLE SOLUTIONS<div>AS</div><p>Data analytics in clinical settings attempts to reduce patient wait times via improved scheduling and staffing, give patients more options when scheduling appointments and receiving treatment, and reduce readmission rates by using population health data to predict which patients are at greatest risk.</p></div>  | Explore AS, differentiate                |
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| Focus on J&P, tap into BE, understand RC | <div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&amp;P</div><p>Analyst,Healthcare data management<br/>Clinical data management(CDM)<br/>Clinical data manager</p></div>   | <div>9. PROBLEM ROOT CAUSE<div>RC</div><p>When it comes to big data analytics, the healthcare industry faces numerous challenges. These challenges may include security, visualization, and a wide array of data integrity concerns. Over the years, big data analytics in healthcare has emerged as one of the most challenging undertakings for the healthcare industry. For instance, healthcare professionals, who may not be well-versed with managing electronic health records, now need to gather actionable insights as well. Also, they are expected to apply those learnings to complex initiatives that enhance their overall reimbursement rates.</p></div> | <div>7. BEHAVIOUR<div>BE</div><p>Patient behavioral analysis is the key factor for providing treatment to patients who may suffer from various difficulties including neurological disease, head trauma, and mental disease. Analyzing the patient's behavior helps in determining the root cause of the disease. In traditional healthcare, patient behavioral analysis has lots of challenges that were much more difficult. The patient behavior can be easily analyzed with the development of smart healthcare. Information technology plays a key role in understanding the concept of smart healthcare. A new generation of information technologies including IoT and cloud computing is used for changing the traditional healthcare system in all ways.</p></div> | Focus on J&P, tap into BE, understand RC |
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| Identify strong TR & EM                  | <div>3. TRIGGERS<div>TR</div><p>There is no way to standardize data formats.<br/>Medical wearables create streaming data.<br/>Data privacy and compliance regulations.<br/>Healthcare needs more data integration processing power.<br/>End users are not data scientists.</p></div>  | <div>10. YOUR SOLUTION<div>SL</div><p>Preventing readmissions.<br/>Managing population health.<br/>Enhancing cybersecurity.<br/>Increasing patient engagement and outreach.<br/>Speeding up insurance claims submission.<br/>Predicting suicide attempts.<br/>Forecasting appointment no-shows.</p></div>  | <div>8.CHANNELS of BEHAVIOUR<div>CH</div><p>descriptive, diagnostic, predictive, prescriptive and discovery analytics</p></div>   | Identify strong TR & EM                  |
|  | <div>4. EMOTIONS: BEFORE / AFTER<div>EM</div><p>Beyond demographics, emotions can influence people's motivation to seek health information. The psychological function of emotion is to motivate people to take action. Knowledge alone, though helpful, is not enough for people to change health-related behaviors.</p></div> |  |   |  |

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