

## Project Design Phase-I Problem – Solution Fit

Date	14 November 2022
Team ID	PNT2022TMID21090
Project Name	Visualizing and Predicting Heart Diseases with an Interactive Dash Board
Maximum Marks	2 Marks

Project Title: Visualizing and Predicting Heart Diseases with an Interactive Dash Board

Project Design Phase-I - Solution Fit Template

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Define CS, fit into	<b>1. CUSTOMER SEGMENT(S)</b> <span style="float: right;">CS</span> <div> <ul style="list-style-type: none"> <li>Clinics</li> <li>Patients</li> <li>Hospitals</li> <li>Person suffering from heart failure</li> <li>Obesity high persons</li> </ul> </div>	<b>6. CUSTOMER</b> <span style="float: right;">CC</span> <div> <p>What constraints prevent your customers from taking action or limit their choices of solutions? <u>i.e.</u>, spending power, budget, no cash, network connection, available devices.</p> <ul style="list-style-type: none"> <li>Avoiding alcohol</li> <li>Avoiding Junk foods</li> <li>Control blood pressure</li> <li>Avoid smoking</li> <li>Meditation</li> </ul> </div>	<b>5. AVAILABLE SOLUTIONS</b> <span style="float: right;">AS</span> <div> <p>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 &amp; cons do these solutions have? <u>i.e.</u>, pen and paper is an alternative to digital notetaking</p> <ul style="list-style-type: none"> <li>Heartrate Monitor</li> <li>Fit Band or health band</li> <li>Constant contact with medical persons</li> </ul> </div>	Explore AS,
	<b>2. JOBS-TO-BE-DONE / PROBLEMS</b> <span style="float: right;">J&amp;P</span> <div> <p>Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.</p> <ul style="list-style-type: none"> <li>Early precaution and treatment of the heart patient at the early stage</li> <li>Taking precaution and predicting before, customers can take remedies.</li> <li>Should follow proper diet and be health conscious.</li> </ul> </div>	<b>9. PROBLEM ROOT CAUSE</b> <span style="float: right;">RC</span> <div> <p>What is the real reason that this problem exists? What is the back story behind the need to do this job? <u>i.e.</u>, customers have to do it because of the change in regulations.</p> <p>The main reason or cause is the heart blockage, its due to the obesity and high cholesterol.</p> </div>	<b>7. BEHAVIOUR</b> <span style="float: right;">BE</span> <div> <p>What does your customer do to address the problem and get the job done? <u>i.e.</u>, directly related: find the right solar panel installer, calculate usage and benefits; indirectly associated: customers spend free time on volunteering work (i.e. Greenpeace)</p> <ul style="list-style-type: none"> <li>Should always report to the medical if it is customer or patient</li> <li>The step should be strictly followed by the patients to cure the illness</li> </ul> </div>	
Identify strong TR & EM	<b>3. TRIGGERS</b> <span style="float: right;">TR</span> <div> <p>What triggers customers to act? <u>i.e.</u>, seeing their <del>neighbour</del> installing solar panels, reading about a more efficient solution in the news.</p> <ul style="list-style-type: none"> <li>Consult doctor, follow <u>their</u> advises carefully</li> <li>Exercises and meditation should be taken.</li> </ul> </div>	<b>10. YOUR SOLUTION</b> <span style="float: right;">SL</span> <div> <p>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 <del>behaviour</del>.</p> <ul style="list-style-type: none"> <li>Completely avoid junk foods</li> <li>Meditation</li> <li>Avoiding smoking and drinking</li> </ul> </div>	<b>8. CHANNELS of BEHAVIOUR</b> <span style="float: right;">CH</span> <div> <p><b>8.1 ONLINE</b> What kind of actions do customers take online? Extract online channels from #7</p> <p>Social media publicity and online gossips</p> <p><b>8.2 OFFLINE</b> What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.</p> <p>Words of doctor, patient, family and neighbour's</p> </div>	Extract online & offline CH of BE
	<b>4. EMOTIONS: BEFORE / AFTER</b> <span style="float: right;">EM</span> <div> <p>How do customers feel when they face a problem or a job and afterwards? <u>i.e.</u>, lost, insecure &gt; confident, in control - use it in your communication strategy &amp; design.</p> <ul style="list-style-type: none"> <li>Depression</li> <li>Anxiety</li> </ul> </div>			