

Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S)<div>CS</div><div>Who is your customer? i.e. working parents of 0-5 y.o. kids</div></div>	<div>6. CUSTOMER CONSTRAINTS<div>CC</div><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>5. AVAILABLE SOLUTIONS<div>AS</div><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>	Explore AS, differentiate
	<div>Various patient demographics, including risk level and insurance status, can be used to segment the patients. It is the method of classifying patients usually by age, gender, illness, belief, lifestyle</div>	<div>Avoidable medical errors. Low treatable mortality rates. Lack of transparency. Difficulty finding a good doctor. High maintenance costs. The lack of insurance coverage. The shortage of nurses and doctors. A different perspective on solving the shortagecrisis.</div>	<div>Higher taxes on alcohol and tobacco. Improve fitness standards. Improve research. Transnational support. Reduction in consumption. Recycle and reuse. Reduce corruptive actions. Promote vaccinations.</div>	
Focus on J&P, tap into BE, understand RC	<div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&P</div><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>9. PROBLEM ROOT CAUSE<div>RC</div><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>7. BEHAVIOUR<div>BE</div><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>	Focus on J&P, tap into BE, understand RC
	<div>The fact that the responsibility for managing patients is split between their insurer and numerous healthcare providers presents one of the largest hurdles in the deployment of healthcare data analytics. Problems: 1.poor infrastructure 2.inadequate workforce 3.unmanageable patient burden 4.Ambiguous quality of service 5.high expense</div>	<div>Disease caused by Viruses,Bacteria,Fungi and Parasites How there causes damage:They invade living, normal cells and use those cells to multiply and produce other viruses like themselves</div>	<div>Disruptive conduct as they've an altered intellectual degree of worry of being sick ,stressful approximately out of the pocket cost, alteration of way of life if suffered from a continual illness</div>	
Define CS, fit into CL	<div>3. TRIGGERS<div>TR</div><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>10. YOUR SOLUTION<div>SL</div><div>What kind of solution suits Customer scenario the best? Adjust your solution to fit Customer behaviour, use Triggers, Channels & Emotions for marketing and communication.</div></div>	<div>8.1 ONLINE CHANNELS<div>CH</div><div>What kind of actions do customers take online? Extract online channels from box #7 Behaviour</div></div>	Explore AS, differentiate
	<div>The most common triggers were unscheduled contact with physician or nurse moderate/severe pain, moderate/severe worry, anxiety, suffering, existential pain and /or psychological pain</div>	<div>Hand Hygiene Checklist Avoid abbreviations. Rapid Response System. Promote reporting.Enforce strict disinfection protocols. Use superior tracking equipment. Verify all scientific procedures Observe care in dealing with medicines. Review staffing policies. Work with depended on providers</div>	<div>Patients will be a part of virtual communities, participate in research, receive money or ethical support, set goals, and track personal progress.</div>	
	<div>4. EMOTIONS: BEFORE / AFTER<div>EM</div><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. Before: Worrying approximately your health, feeling irritating or overwhelmed,depression, worry and sadness After: Fear that hassle will come back Memory and concentration Improving reminiscence and concentration Feeling alone</div></div>	<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>8.2 OFFLINE CHANNELS<div>CH</div><div>What kind of actions do customers take offline? Extract offline channels from box #7 Behaviour and use them for customer development. Re-engineer health center discharges Prevent significant line-related blood movement infections Prevent venous thromboembolism</div></div>	