Define CS, fit into CC

1. CUSTOMER SEGMENT(S) — CS

Who is your customer?
i.e. working parents of 0-5 y.o. Kids

The customers of our project are the hospital managements who can make the required set up to accommodate the patients and the patients who can be prepared based the length of stay.

6. CUSTOMER CONSTRAINTS — CC

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.

Constraints for the hospital management includes system maintenance , data management , privacy and security, network glitches while registration , unexpected change in severity of the patient's condition , shortage in equipment , inexperienced staff

5. AVAILABLE SOLUTIONS — AS

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

Usually the LOS is guessed by the doctor based on the experience which cannot always be accurate because of the patients varying conditions. Another method is to calculate the average of LOS this can't be used to predict the LOS of future patients

Explore AS, differentiate

Focus on J&P, tap into BE, understand RC

2. JOBS-TO-BE-DONE / PROBLEMS — J&P

Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.

The main goal is to accurately predict the length of stay of the patients in the hospital so that the out patients can know whether they can admitted into the hospital otherwise they can switch over to other hospital

9. PROBLEM ROOT CAUSE — RC

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.

Due to the lack of staffs to take care of the patients, Accurate prediction is needed to predict accurately the length of stay of existing patients

7. BEHAVIOUR — BE

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)

Use of some Exploratory analysis to accurately predict the availability of vacancy can really helpful to the patients

Focus on J&P, tap into BE, understand RC

3. TRIGGERS

TR

What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.

This system provides the prediction of LOS which yield a more reliable estimate of the LOS.

4. EMOTIONS: BEFORE / AFTER

EM

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.

Predicting length of stay (LOS) is beneficial to patients and the health service. Once the patient knows the length of stay they can be prepared in all the ways. They can be
ready with hospital expenditure once they know the LOS.

10. YOUR SOLUTION

SL

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.

The solution is to predict the length of stay of patients and using the data find the availability of beds and how long it will takes for beds to be free. We can classify the patients based on the length of stay and disease severity and give medications according to them. We can find useful insights by analyzing the data.

8. CHANNELS of BEHAVIOUR

CH

8.1 ONLINE
What kind of actions do customers take online? Extract online channels from #7

In online mode, we have to maintain the records of length of stay of patients and they have to make sure that the records are accurate without any errors.

8.2 OFFLINE
What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.

We have to provide the necessary equipment and beds based on the length of stay and we can also inform the patients about the length of stay so that they can be prepared.