

Project Design Phase-I - Solution Fit Template

Define CS, fit into CC	<p>1. CUSTOMER SEGMENT(S)</p> <p>C</p> <ul style="list-style-type: none"> Customers are large as well as small hospitals, clinics, registered users having medical issues 	<p>6. CUSTOMER CONSTRAINTS</p> <p>C</p> <ul style="list-style-type: none"> Economic background Psychological problems Lack of doctors Huge manual intervention 	<p>5. AVAILABLE SOLUTIONS</p> <p>A</p> <ul style="list-style-type: none"> Manual doctor visit Proper diet Exercise 	Explore AS, differential
	Focus on J&P, tap into BE, understand RC	<p>2. JOBS-TO-BE-DONE / PROBLEMS</p> <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"> Reduce dependence on doctors Less time to find Better UI 	<p>9. PROBLEM ROOT CAUSE</p> <p>RC</p> <p>What is the real reason that this problem exists? What is the back</p> <ul style="list-style-type: none"> Large number of data Huge manual intervention 	

<div data-bbox="152 60 286 84">3. TRIGGERS</div> <div data-bbox="719 54 757 86">TR</div> <div data-bbox="152 92 622 132"><p>What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.</p></div> <div data-bbox="266 158 629 240"><ul style="list-style-type: none">• Other hospitals processing health data quicker• Other customers doing self diagnosis</div>	<div data-bbox="828 60 1039 84">10. YOUR SOLUTION</div> <div data-bbox="1393 54 1431 86">SL</div> <div data-bbox="828 92 1402 193"><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.</p><p>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.</p></div> <div data-bbox="943 293 1319 456"><ul style="list-style-type: none">• Automated heart diagnosis with an interactive dashboard• ML algorithms with better accuracy and less error• IBM Cognos for better UI in dashboard• Diet and health recommendations may be added</div>	<div data-bbox="1500 60 1800 84">8. CHANNELS of BEHAVIOUR</div> <div data-bbox="2072 54 2110 86">CH</div> <div data-bbox="1500 92 2074 213"><div data-bbox="1500 92 1585 108">8.1 ONLINE</div><div data-bbox="1500 114 2074 130"><p>What kind of actions do customers take online? Extract online channels from #7</p></div><div data-bbox="1500 153 1594 169">8.2 OFFLINE</div><div data-bbox="1500 175 2074 213"><p>What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.</p></div></div> <div data-bbox="1594 287 2011 427"><ul style="list-style-type: none">• Recommends diet chart• Single platform and referring internet including non-trustable websites which lead to false diagnosis can be avoided• Hospitals may start using this and as a result can conduct online appointments and increase their patient base</div>
<div data-bbox="152 405 479 429">4. EMOTIONS: BEFORE / AFTER</div> <div data-bbox="719 399 757 430">EM</div> <div data-bbox="152 437 725 477"><p>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.</p></div> <div data-bbox="273 502 649 603"><ul style="list-style-type: none">• Pain in long waiting time for results• Hospitals may have lesser income as they cannot process a lot of patients data and this application may result in more profit</div>		