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| Define CS, fit into CC | <div>1. CUSTOMER SEGMENT(S)<div>All Health Care sector based customers.</div><div>CS</div></div> | <div>6. CUSTOMER CONSTRAINTS<div>Low Budget, Poor Network Connection, No Available Devices.</div><div>CC</div></div> | <div>5. AVAILABLE SOLUTIONS<div>No available solution in the market. There is a need to create the required solution for the problem.</div><div>AS</div></div> | Explore AS, differentiate |
| | <div>2. JOBS-TO-BE-DONE / PROBLEMS<div>Customer should be able to use internet and know how to handle computers. The problem would be the data provided. The data should be related to the diseases</div><div>J&P</div></div> | <div>9. PROBLEM ROOT CAUSE<div>The doctors decide on the disease after the disease occur. This can be done using the experience accumulated by doctors. There is no way to predict the presence / possibility for disease. If there is a way to predict the the disease we can avoid casualty.</div><div>RC</div></div> | <div>7. BEHAVIOUR<div>The customer's takes consultes doctors for advice and they take tests to confirm the disease and takes medicines later.</div><div>BE</div></div> | |
| Focus on J&P, tap into BE, understand RC | | | | Focus on J&P, tap into BE, understand RC |
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| Identify strong TR & EM | <div>3. TRIGGERS<div>As the technology impr oves the need t o use easy and accur ate result pr oducing applications mak es the cust omer reach for the advanced technologies for solution.</div><div>TR</div></div> | <div>10. YOUR SOLUTION<div>Our solution uses the booming technology and it is easy t o use and understand. It uses Machine Learning and pr edicts the outcome.</div><div>SL</div></div> | <div>8.CHANNELS of BEHAVIOR<div>8.1 ONLINE<div>Installation, r egistr ation, data upload, visualization for the application will be done online.</div><div>8.2 OFFLINE<div>Data collection and or ganizing the data will be done o ffline,</div></div></div><div>CH</div></div> | Identify strong TR & EM |
| | <div>4. EMOTIONS: BEFORE / AFTER<div>Before: Cust omers ar e uncer tain of the Pr ecision. After: Is mor e con fident on the pr ecision and integrity of the r esult.</div><div>EM</div></div> | | | |

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