

Define CS, fit into CC	1. CUSTOMER SEGMENT(S) CS Who is your customer? i.e. working parents of 0-5 y.o. kids <ul style="list-style-type: none"> Patients looking to get admitted Hospital Management Patients relatives 	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. <ul style="list-style-type: none"> Network issues Seriously ill patients not able to access a device by themselves Petite knowledge on electronic devices and internet 	5. AVAILABLE SOLUTIONS AS Traditionally, to predict the date of release, hospital administrators rely on the facility's average length of stay (ALOS). For monthly ALOS calculation, add bed days for each discharged patient and divide the sum by the number of discharged patients. The final prediction is made taking into account a several-day margin of error. Yet, such an approach generates rough results that have a lot of room for improvement. More and more hospitals are considering replacing old methods with machine learning tools to achieve better accuracy.	Explore AS, differentiate
	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. <ul style="list-style-type: none"> Predicting the length of stay during admissions Categorizing them into various categories Mentally and economically aware of the situation 	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. <ul style="list-style-type: none"> Uncertain amount of LOS Inefficient planning of bed and other facilities 	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) <ol style="list-style-type: none"> Go to the website Enter the details about the patient and their health condition Get to know the LOS. 	
Identify strong TR & EM	3. TRIGGERS TR Seeing patients predict their LOS during admission itself and optimizing the treatment accordingly.	10. YOUR SOLUTION SL Our solution is to build an efficient and an intelligent system. In that we will explore large amounts of data and visualize them. We will be using python and other predictive analysis to predict the length of stay of patients in the hospital and categorize them into various categories.	8. CHANNELS of BEHAVIOUR CH 8.1 ONLINE What kind of actions do customers take online? Extract online channels from #7 8.2 OFFLINE What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development. 8.1 - Go through the website and interact with it to get the predictive LOS 8.2 - Get optimized health plan and reduce the LOS	Identify strong TR & EM
	4. EMOTIONS: BEFORE / AFTER EM Before : <ul style="list-style-type: none"> Uncertainty in LOS Inefficient hospital resource plan After: <ul style="list-style-type: none"> Accurate range of LOS Efficient hospital resource planning optimal health care practice 			

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