

Define CS, fit into CL	<b>1. CUSTOMER SEGMENT(S)</b> <span>CS</span> <div>Customers who use this application should be 18 years old or greater.</div>	<b>6. CUSTOMER LIMITATIONS</b> <span>CL</span> <small>EG. BUDGET, DEVICES</small> <div> <ul style="list-style-type: none"> <li>Worried about safety of the customer data.</li> <li>Wastage of time for customer if misprediction happens.</li> <li>Difficult to use for first time users.</li> </ul> </div>	<b>5. AVAILABLE SOLUTIONS</b> <span>AS</span> <small>PLUSES &amp; MINUSES</small> <div>This application is an healthy way to keep in check the medical condition of the customers. This is a precaution application developed to predict the heart disease at early stages.</div>	Explore AS, differentiate
Focus on PR, tap into BE, understand RC	<b>2. PROBLEMS / PAINS + ITS FREQUENCY</b> <span>PR</span> <div> <ul style="list-style-type: none"> <li>It is very difficult to predict the heart disease.</li> <li>Predictions are not reliable.</li> <li>It has higher percentage which leads to misprediction.</li> <li>Lack of regulation and approval.</li> <li>Risk of data breach.</li> <li>Lack of trust leads to reduce in customers using the application.</li> <li>These platforms mostly are paid.</li> </ul> </div>	<b>9. PROBLEM ROOT / CAUSE</b> <span>RC</span> <div> <ul style="list-style-type: none"> <li>Lack of trust or reliability among the users.</li> <li>Presence of many non-approved application leads to downfall of all the health application.</li> <li>Lack of awareness about the seriousness of heart disease.</li> <li>Health applications are not reliable among the users.</li> <li>The health apps work in a profit-making way.</li> </ul> </div>	<b>7. BEHAVIOR + ITS INTENSITY</b> <span>BE</span> <div> <ul style="list-style-type: none"> <li>Lack of awareness about heart diseases among the customers.</li> <li>The customers are old fashioned and are not convinced by the heart disease prediction.</li> <li>Customers feel insecure about sharing their medical details to the application.</li> <li>Customers are worried about misprediction which leads to wastage of time and effort.</li> </ul> </div>	Focus on PR, tap into BE, understand RC
Identify strong TR & EM	<b>3. TRIGGERS TO ACT</b> <span>TR</span> <div> <ul style="list-style-type: none"> <li>Seeing social awareness programs about the severity of heart diseases</li> <li>Efficient prediction of results among the patients</li> <li>Ethical functioning of the system</li> </ul> </div> <div> <b>4. EMOTIONS</b> <span>EM</span> <small>BEFORE / AFTER</small> <div> <b>Before:</b>  Apprehension of the disease and Uneasiness about the symptoms. <b>After:</b>  Reassurance and Appeasement of diagnosis. </div> </div>	<b>10. YOUR SOLUTION</b> <span>SL</span> <div> <ul style="list-style-type: none"> <li>This application helps in predicting the heart disease accurately and is reliable.</li> <li>This application maintains the customer medical details safe and secure.</li> <li>This application classifies all the heart disease and alerts the customer based on their prediction.</li> <li>This application is approved by the health institution.</li> <li>The application is free of cost.</li> </ul> </div>	<b>8. CHANNELS of BEHAVIOR</b> <span>CH</span> <div> <b>ONLINE</b> <div>Extract information from the database and update it in real-time.</div> <b>OFFLINE</b> <div>Extract information from the database and use it for Diagnostic purposes.</div> </div>	Extract online & offline CH of BE