

	<div>1.CUSTOMER SEGMENT(S)<div>S</div><ul style="list-style-type: none"><li>Senior citizens</li><li>Hospitals</li><li>Pharmaceutical agencies</li><li>Smokers</li><li>Alcoholics</li><li>Diabetes patients</li><li>Hypercholesterolemia patients</li><li>Hypertension patients</li><li>Thrombosis patients</li><li>Obese persons</li><li>Peripheral artery disease patients</li><li>Angina patients</li></ul></div>	<div>6. CUSTOMER CONSTRAINTS<div>CC</div><ul style="list-style-type: none"><li>Instant network connectivity</li><li>Presence of good-condition communication devices like smartphones and laptops</li><li>Financial constraints to consult specialists</li><li>Lack of awareness about heart disease</li><li>Complex and expensive scanning methodologies</li><li>Psychological problems</li><li>Lack of hope in treatment</li></ul></div>	<div>5. AVAILABLE SOLUTIONS<div>AS</div><ul style="list-style-type: none"><li>Manual data visualization and prediction are very tedious</li><li>Consult doctors (heart specialists), but it requires financial stability</li><li>Quit smoking</li><li>Restrain from alcohol</li><li>Practice a healthy lifestyle with daily exercises and a nutritious diet plan</li><li>Take cholesterol tests periodically</li></ul></div>	
<div>Focus on J&amp;P, tap into BE, understand</div>	<div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&amp;P</div><ul style="list-style-type: none"><li>The data used for prediction should be accurate and reliable.</li><li>If data is skewed, then the prediction is also skewed</li><li>Predictions should be done based on various metrics such as blood pressure, cholesterol levels, heartbeat rates, etc. that require complex integration</li><li>Risk of lives depends on further medical support</li><li>Timely alerts help in the prevention of the sudden onset of cardiac arrests</li></ul></div>	<div>9. PROBLEM ROOT CAUSE<div>RC</div><ul style="list-style-type: none"><li>Difficulty in predicting heart disease at earlier stages</li><li>Lack of awareness about physical fitness</li><li>Genetic problems</li><li>Lifestyle and eating habits</li><li>A buildup of fatty plaques in the arteries is the most common cause of coronary artery disease.</li><li>Obesity</li><li>Alcohol and Smoking habits</li><li>Stress, anxiety, depression and psychological problems</li></ul></div>	<div>7. BEHAVIOUR<div>BE</div><ul style="list-style-type: none"><li>Look up on the internet to find answers</li><li>Visit healthcare specialists</li><li>Take advice from friends and family</li><li>Physical activity helps to lower the risk of heart disease.</li><li>Adopting a healthy diet can help in improving blood pressure and cholesterol and also reduces the risk of diabetes.</li><li>Reduction of intake of alcohol and cigarettes</li><li>Get quality sleep</li><li>Prioritizing mental peace</li><li>Develop unwanted mental trauma and anxiety about the aftermath of disease onset</li><li>Falling into wrong assumptions and choosing the instant solutions that have worse side effects</li></ul></div>	<div>Focus on J&amp;P, tap into BE, understand</div>

<p><b>3. I'RIGGERS</b> <span>IR</span></p> <ul style="list-style-type: none"> <li>• Insufficient ways to handle huge amounts of datasets</li> <li>• Lives depending on medical support</li> <li>• Symptoms such as chest pain, shortness of breath, etc.</li> <li>• Lifestyle modifications</li> <li>• Need to search for heart specialist at affordable price</li> <li>• Need to apply for health insurance</li> <li>• Anxiety and destructive curiosity</li> <li>• Others getting treated due to earlier detection</li> </ul>	<p><b>10. YOUR SOLUTION</b> <span>SL</span></p> <ul style="list-style-type: none"> <li>• The data is visualized with the aid of the IBM Cognos Analytics Tool for providing better insight into patients' health so that doctors could make better decisions</li> <li>• With the notable technology of AI/ML and the given various metrics, heart diseases are predicted at an earlier stage and the same is displayed to the user in an interactive dashboard</li> <li>• Healthy lifestyle habits — such as eating a low-fat, low-salt diet, getting regular exercise and good sleep, and not smoking are user-specific suggestions are given</li> <li>• Surgeries depend on the type of heart disease and the amount of damage to the heart, so suitable medical facility centers and specialized doctors are recommended</li> </ul>	<p><b>8. CHANNELS of BEHAVIOUR</b> <span>CH</span></p> <p>ONLINE</p> <ul style="list-style-type: none"> <li>• Surfing the internet for disease-related information</li> <li>• Using apps that provide fitness suggestions</li> </ul> <p>OFFLINE</p> <ul style="list-style-type: none"> <li>• Getting to know other people suffering from similar issues</li> <li>• Visit doctors for a professional opinion</li> <li>• Increasing the overall health conscious</li> </ul>
<p><b>4. EMOTIONS: BEFORE / AFTER</b> <span>EM</span></p> <p>Before</p> <ul style="list-style-type: none"> <li>• Fear of being attacked by diseases that don't have improved treatments</li> <li>• Confusion and lack of clarity about one's health conditions</li> <li>• The anxiety of being hospitalized and the financial stress</li> </ul> <p>After</p> <ul style="list-style-type: none"> <li>• Clarity about the disease and its severity</li> <li>• Peace of mind due to earlier predictions</li> <li>• Financial stress relief</li> </ul>		