

Define CS, fit into	1. CUSTOMER SEGMENT(S) CS People who want to diagnose whether they are suffering from kidney disease, people having kidney disease symptoms, medical personnel and lab technicians	6. CUSTOMER LIMITATIONS CC Confidentiality of health data, internet connectivity	5. AVAILABLE SOLUTIONS AS Gradual loss of kidney function due to CKD may cause the waste to deposit in our body. Traditional method used to detect kidney disease are a blood test to determine glomerular filtration rate (GFR) and a urine test to determine albumin	Explore AS,
Focus on J&P, tap into BE, understand	2. JOBS-TO-BE-DONE / PROBLEMS PR Detection of chronic kidney disease at an early stage given health data of a patient	9. PROBLEM ROOT / CAUSE RC CKD arises when there is a gradual loss of kidney function. The main function of kidney to filtrate the blood in our body, loss of kidney function may cause the waste to deposit in our body. Chronic Kidney Disease (CKD) does not show any symptoms at all or in few cases less symptoms in the early stage, so it is difficult to detect the disease in early stage. Thus, most of it remain undiagnosed until advanced stage leading to delayed treatment. This necessitates the need of early detection	7. BEHAVIOUR BE Finding the any advanced techniques with can detect the chronic kidney disease at an early stage	Focus on J&P, tap into BE, understand
Identify strong TR & EM	3. TRIGGERS TO ACT TR Our Machine learning model predicts the occurrence of disease with high accuracy than other solutions 4. EMOTIONS: BEFORE / AFTER EM Before - People feel lost if they are diagnosed with CKD in advanced stage, hopeless After - As it predicts the CKD in early stage, people may feel confident that it can be treated	10. YOUR SOLUTION SL We are building a machine learning model which can detect the chronic kidney disease at an early stage given the patient health data	8. CHANNELS of BEHAVIOUR CH 8.1 ONLINE Finding any website or app which can predict the disease given health data 8.2 OFFLINE Undertaking blood test and urine test, going to a nephrologist	Extract online & offline CH of BE