

Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S)<div>CS</div><div>Who is your customer? i.e. working parents of 0-5 y.o. kids</div><div>A patient who is suffering from Heart Disease.</div></div>	<div>6. CUSTOMER CONSTRAINTS<div>CC</div><div>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.</div><div>The patient wants to predict the accuracy or presence of the heart disease</div><div>Unware about the regular checkup</div></div>	<div>5. AVAILABLE SOLUTIONS<div>AS</div><div>Which solutions are available to the customers when they face the problem or need to get the job done? What have they tried in the past? What pros & cons do these solutions have? i.e. pen and paper is an alternative to digital notetaking</div><div>Healthy lifestyle habits – such as eating a low</div><div>Medical test should related the heart dieases can done</div></div>	Explore AS, differentiate
	<div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&P</div><div>Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.</div><div>Chest pain, chest tightness, chest pressure Result of the report are deployed</div></div>	<div>9. PROBLEM ROOT CAUSE<div>RC</div><div>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.</div><div>The cause is due to age, obesity, poor diet etc., Complications of heart disease includes heart attack and stroke. You can reduce the risk of complications with early diagnosis and treatment</div></div>	<div>7. BEHAVIOUR<div>BE</div><div>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)</div><div>The patient should take effective blood pressure and diabetes test to analyse the prediction of heart disease. Stressing heart dieases can be done</div></div>	

Focus on J&P, tap into BE, understand RC

Focus on J&P, tap into BE, understand RC

<div><div>3. TRIGGERS</div><div>What triggers customers to act? i.e. seeing their neighbour install solar panels, reading about a more efficient solution in the news.</div><div><div>TR</div></div><div>The patient should take necessary step to the prediction of disease. Having the doubt about the health condition</div></div>	<div><div>10. YOUR SOLUTION</div><div>If you are working on an existing business, write down your current solution first, fill in the canvas, and check how much it fits reality. If you are working on a new business proposition, then keep it blank until you fill in the canvas and come up with a solution that fits within customer limitations, solves a problem and matches customer behaviour.</div><div><div>SL</div></div><div>The patient should maintain healthy lifestyle. Maintain blood sugar level and manage stress. The patient should maintain regular exercise Develop the heart diseases should be precicated can be done in machine learning</div></div>	<div><div>8. CHANNELS of BEHAVIOUR</div><div><div>8.1 ONLINE</div><div>What kind of actions do customers take online? Extract online channels from #7</div><div>8.2 OFFLINE</div><div>What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.</div></div><div><div>CH</div></div><div>Based on the analytics we can analyse which patients are most likely to suffer from heart disease in the near future and based on the patient details we will take decisions to cure them.</div></div>
<div><div>4. EMOTIONS: BEFORE / AFTER</div><div>How do customers feel when they face a problem or a job and afterwards? i.e. lost, insecure > confident, in control - use it in your communication strategy & design.</div><div><div>EM</div></div><div>The patient feels very fear after knowing the presence of disease. If the accuracy level of the disease is low Depressed about the test report</div></div>		