

Define CS, fit into CC	1. CUSTOMER SEGMENTS : CS The purpose of segmenting the ECG signal is to locate the waves, segments, and intervals and carry out the comparison of these with known patterns, through their characteristics of time and morphology	6. CUSTOMER CONSTRAINTS CC The ECG parameters, such as fragmented QRS (fQRS), heart rate variability (HRV), T peak-T end (TpTe), heart rate turbulence (HRT) and T wave alternans (TWA) have predictive value for the arrhythmic events	5. AVAILABLE SOLUTIONS AS .A normal ejection fraction is between 50% and 70%, which means the left ventricle pumps out between 50% and 70% of its total volume. An ejection fraction between 40% and 49% is considered "borderline."	Explore AS, differentiate

Focus on J&P, tap into BE, understand RC	2. JOBS-TO-BE-DONE / PROBLEMS J&P An Accredited Cardiac Sonographer will place a special probe with ultrasound gel on various parts of the chest wall to view the heart from different angles as you rest on a bed.	9. PROBLEM ROOT CAUSE RC .No special preparations are necessary for a standard transthoracic echocardiogram. You can eat, drink and take medications as you normally would	7. BEHAVIOUR BE Find a right machine that predict the output preprocessed data accurately and fast.	Focus on J&P, tap into BE, understand RC

3. TRIGGERS: TR Every heartbeat is triggered by an electrical signal that starts at the top of your heart and travels to the bottom.	10. YOUR SOLUTION SL .The 2D Echo test result includes information regarding the functioning of the heart, any malfunction, abnormal anatomy or atypical movement of heart structures	8. CHANNELS of BEHAVIOUR CH Online: Utilizing software that is offered in the online market. Offline: Getting help from the persons who
--	---	---

Identify strong TR & EM

4. EMOTIONS: BEFORE / AFTER

Before: Inaccurate prediction, Manual
effort. After: Fast, Accurate.



sign.

have experience in medical/hospital industry

Identify strong TR & EM