Explore 1. CUSTOMER SEGMENT(S) 6. CUSTOMER CONSTRAINTS 5. AVAILABLE SOLUTIONS 00 Tests are taken to know the presence CS Who is your customer? What constraints prevent your customers from taking action or limit their choices of the chronic kidney disease AS, Patients prone to kidney diseases and those who have symptoms of it. of solutions? Fatal deaths due to late diagnosis of fit into differentia budget, no cash, access to medical facilities, lack of awareness, carelessness, insufficient knowledge on the seriousness of the disease the disease Lack of mechanisms for early O detection 2. JOBS-TO-BE-DONE / PROBLEMS 9. PROBLEM ROOT CAUSE RC 7. BEHAVIOUR BE Unhealthy lifestyle of people leads to cause of the disease Create a model which predicts Find the right things to do about the disease with higher accuracy. the disease. Analyse and compare with various existing models and Food habits which contains Infer about the symptoms that causes the chronic disease. chemicals stimulating the deteriotion of kidney health choose the best model which fits the problem. Calculate the benefits of predicting the disease in early stages



Any sudden changes in health conditions like fainting etc

Talking with other patients and knowing their plans of curing the disease

10. YOUR SOLUTION

TR

Create a model which predicts the disease with higher accuracy.

8. CHANNELS of BEHAVIOUR

8.1 ONLINE

SL

Take online tests now and then to know the current health status

Check the lifestyle tips with respect to the disease in the

СН

4. EMOTIONS: BEFORE / AFTER Lost Insecure Frustrated Feeling low Depressed	models and choose the best model which fits the problem.	Build self awareness about the disease and symptoms by surfing through the web 8.2 OFFLINE Visit the doctor periodically Take regular health checkups and medications	