

## Says

What have we heard them say?
What can we imagine them saying?

What are their wants, needs, hopes, and dreams? What other thoughts might influence their behavior?

healthhub medical

clinic, a healthcare

facility, relies on

zoho books to

manage patient

billing and invoicing



**Thinks** 

build custom
HIPPAcomplieant
healthcare
solutions with
zoho creator

improve your
healthcare business
automation with the
power of a HIPPAcompliant low-code
platform

use zoho creator to
develop a custom
healthcare
management
solution from scratch
or use our set of
prebuilt application

they can track
medical service fees,
manage insurance
payments, and
generate statements
for patients

zoho books helps
them maintain
financial
transparency and
ensures efficient
billing processes

vidhya dhanalakshmi

## Persona's name

Short summary of the persona

the highestpaying job at
zoho is a MLS
with a salary of
rs.30.6 lakhs per
year

the top 10% of employees earn more than rs.15.44lakhs per year

the top 1% earn more than a whopping rs.35lakhs per year

sridhar vembu (born 1968) is an indian billionaire business magnate and the founder and CEO if zoho corporation

3 to 4 lakhs per annum, the zoho freshers salary depends on the skill, knowledge, expertise, and proficiency in a technology of a candidate

a hospital is too specific to be a medical hub, a hub is any place where lots of different things happen



## Does

What behavior have we observed? What can we imagine them doing?



What are their fears, frustrations, and anxieties? What other feelings might influence their behavior?



