Problem Statement Worksheet (Hypothesis Formation)

Proposing to add a new medical device to TG Medical's product list and predicting whether it will generate profit.

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1　Context

TG Medical (USA) Inc. has been a worldwide leader in manufacturing and specialization in disposable gloves. Using the provided dataset, I am proposing to management a new medical device to add on to our product list and predicting whether it will generate profit for the company.

2　Criteria for success

Finding out which product to propose to management and whether it will generate profit for the company.

3　Scope of solution space

Pinpointing which product is most purchased based on the number of suppliers and referring providers. Then using the average charge amount for each product to predict whether it will generate profit.

4　Constraints within solution space

Current budget may not be enough to open a new manufacturing line to start a new product.

5　Stakeholders to provide key insight

- **Management**
- **Sales Team**
- **Marketing Team**

6　Key data sources

- **Medicare Durable Medical Equipment, Devices & Supplies Dataset (via Data.CMS.gov) - https://data.cms.gov/resources/medicare-durable-medical-equipment-devices-supplies-by-geography-and-service-data-dictionary**