

Project Design Phase-I - Solution Fit Template

Project Title: HAZARDOUS AREA MONITORING SYSTEM IN INDUSTRIAL POWER PLANT USING IOT

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Define CS, fit into CC	1. CUSTOMER SEGMENT(S) <small>CS</small> Our customers are <ul style="list-style-type: none">People in Industries that utilize high temperature machines releases combustible gasesPower plants	6. CUSTOMER CONSTRAINTS <small>CC</small> <ul style="list-style-type: none">Sensors use latest technologyCompactLower Power ConsumptionCost effective	5. AVAILABLE SOLUTIONS <small>AS</small> <ul style="list-style-type: none">Parts are easily replacedProblems can be rectified before it goes seriousEasily repairable	Explore AS, differentiate
	2. JOBS-TO-BE-DONE / PROBLEMS <small>J&P</small> <ul style="list-style-type: none">Precision of device must be verifiedInterface must be use friendlyControls to be easily handledQuality standard to set	9. PROBLEM ROOT CAUSE <small>RC</small> <ul style="list-style-type: none">Manufactures carelessnessDamage in circuit due to high temperatureDamaged product might be sent out for retail	7. BEHAVIOUR <small>BE</small> <small>What does your customer do to address the problem and get the job done?</small> <ul style="list-style-type: none">Call for customer serviceQuality analysedFree service if problem is form the sellerProduct exchangeUpdate the future product	

EXPLORE AS
FOCUS ON J&P, RC, BE

I D e n t i f y S t r o n g e r T R & E M	3. TRIGGERS TR <ul style="list-style-type: none"> Our industrial plant attracts customers with reasonable price and quality materials. They can easily use what they have and it will inspire peoples. The product you buy from us will work for a long time and will inspire peoples 	10. YOUR SOLUTION SL <p>If there is a failure in a hazardous area inside an industrial plant, there is loss of production, human loss, loss of property etc. So if the industrial plant is in a private place, there will be no problem.</p> <p>Radiation in an industrial plant can affect people if it emits a certain limit.</p> <p>The radiation emitted by the industrial plant can be protected by sensor to protect people from spreading too much.</p>	8. CHANNELS of BEHAVIOUR CH
	4. EMOTIONS: BEFORE / AFTER EM <ul style="list-style-type: none"> A measure of how customers feel about their experience with a company. An emotional connection develops loyalty before a lead has made a purchase decision. And it continue to grow stronger after a lead becomes a customer. 		8.1 ONLINE <ul style="list-style-type: none"> Ask for customer Support Seek for product information Check the user manual Review the product 8.2 OFFLINE <ul style="list-style-type: none"> Replace the product Send for repair Request for replacement parts Exchange the product Explain where the problem occurs

Commented [B1]: