

Define CS, fit into CC	<b>1. CUSTOMER SEGMENT(S)</b> <b>Who is your customer?</b> Industrial employees working in a hazardous environment <b>CS</b>	<b>6. CUSTOMER CONSTRAINTS</b> <b>What constraints prevent your customers from taking action or limit their choices of solutions?</b> Less awareness about future outcomings like survivability and health conditions, no funds, network unavailability. <b>CC</b>	<b>5. AVAILABLE SOLUTIONS</b> <b>Which solutions are available to the customers when they face the problem or need to get the job done? What have they tried in the past? What pros &amp; cons do these solutions have? i.e. pen and paper is an alternative to digital notetaking</b> Usage of MQ2 smoke sensor to reduce the combustible gas and LPG gas leakage. <b>AS</b>	Explore AS, differentiate
	<b>2. JOBS-TO-BE-DONE / PROBLEMS</b> <b>Which jobs-to-be-done (or problems) do you address for your customers?</b> Micro down times, Downfall and loss of employee productivity, refitting machinery and machine malfunctioning caused by the hazardous environment.	<b>9. PROBLEM ROOT CAUSE</b> <b>What is the real reason that this problem exists? What is the back story behind the need to do this job?</b> Based on the local needs of the industries for the overall safe operation of the plant explosion and fire are the two major constituents of these mishaps. <b>RC</b>	<b>7. BEHAVIOUR</b> <b>What does your customer do to address the problem and get the job done? i.e. directly related: find the right solar panel installer, calculate usage and benefits; indirectly associated: customers spend free time on volunteering work (i.e. Greenpeace)</b> Firstly, the customer senses the need for the creation. The system analyzes the temperature, tracks high level dangerous gases and so the manufacture of device is done <b>BE</b>	

<b>3. TRIGGERS</b> <b>What triggers customers to act?</b> Life assurance, Financial Loss, Machine refitting and understanding the risk rating in the work environment. <b>TR</b>	<b>10. YOUR SOLUTION</b> Integration of Beacon Device as wearable scanners assisting with short message alerts. Data will be sent to the cloud and very soon will take the necessary precautions. <b>SL</b>	<b>8. CHANNELS of BEHAVIOUR</b> <b>8.1 ONLINE</b> What kind of actions do customers take online? Extract online channels from #7 The scanners used by the Industrial workers help in tracking, acquiring and transmitting data(Temperature, Gas levels) to the cloud monitored by the admin. <b>CH</b>
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Identify strong TR &amp; EM

<div>4. EMOTIONS: BEFORE / AFTER</div> <div>EM</div> <div>How do customers feel when they face a problem or a job and afterwards?</div> <div>When they face a problem : Breathing, Anxiety, Peer pressure, Hesitance and Upset about job. When a solution is found : Confidence, Safe, Delight, Security.</div>		<div>8.2 OFFLINE</div> <div>What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.</div> <div>High quality Beacons Scanners are designed for sensing hazardous levels.</div>
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