Project Title: Industry-specific intelligent fire management system **Project Design Phase-I - Solution Fit** **Team ID:** IBM-Project-10112-1659095890

1. CUSTOMER SEGMENT(S) — CS

- Eco Friendly
- Economic

6. CUSTOMER LIMITATIONS EG. BUDGET, DEVICES — CL

- Cost Efficient
- Portable hand held gadgets

5. AVAILABLE SOLUTIONS PLUSES & MINUSES — AS

- Fire and smoke alarm system
- Fire Extinguishing system

Explore AS, differentiate

Define CS, fit into CL

2. PROBLEMS / PAINS + ITS FREQUENCY — PR

High Temperature	Often
Machinery Breakdowns	Rare

9. PROBLEM ROOT / CAUSE — RC

- High Temperature
- Improper maintenance
- Careless

7. BEHAVIOR + ITS INTENSITY — BE

Frequent workloads	Often
Long breaks between loads	Often

Focus on PR, tap into BE, understand RC

3. TRIGGERS TO ACT — TR

- High Temperature
- No coolant supply

4. EMOTIONS BEFORE / AFTER — EM

Worried / Relaxed
Concerned / Satisfaction

10. YOUR SOLUTION — SL

- Clean Environment
- Proper machine placement
- Proper maintenance
- Coolant usage

8. CHANNELS of BEHAVIOR — CH

ONLINE

Maintained overloads reduced heat

OFFLINE

Short Breaks extends life time of machine

Identify strong TR & EM

Extract online & offline CH of BE