

Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S)<div>CS</div></div> <div>Our customers are the companies having Oil and Gas industries</div>	<div>6. CUSTOMER CONSTRAINTS<div>CC</div></div> <div>Robust, cheap and real-time system with less cost</div>	<div>5. AVAILABLE SOLUTIONS<div>AS</div></div> <div>Unpractical systems not solving the real issue</div>	Explore AS, differentiate
	<div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&amp;P</div></div> <div>The existing fire management systems in oil and gas industry not being practical, robust and real-time</div>	<div>9. PROBLEM ROOT CAUSE<div>RC</div></div> <div>Lack of implementation of latest technology</div>	<div>7. BEHAVIOUR<div>BE</div></div> <div>Rely on manual inspections</div>	
Focus on J&P, tap into BE, understand RC				Focus on J&P, tap into BE, understand RC
	<div>3. TRIGGERS<div>TR</div></div> <div>The day to day accidents happening in the industry</div>	<div>10. YOUR SOLUTION<div>SL</div></div> <div>We propose an exclusive fire management system for the Oil and Gas Industry by deploying Internet of Things (IoT) technology using various sensors like Gas sensor, Flame sensor, temperature sensor and send real-time information to the fire service department</div>	<div>8. CHANNELS of BEHAVIOUR<div>CH</div></div> <div>8.1 <b>ONLINE</b> No online actions</div> <div>8.2 <b>OFFLINE</b> Depend on fire service</div>	
	<div>4. EMOTIONS: BEFORE / AFTER</div> <div>Unsecure and unsafe</div>			