

Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S) Who is your customer? Industries or Organizations who having risks of gas leakage</div>	<div>6. CUSTOMER CONSTRAINTS What constraints prevent your customers from taking action or limit their choices of solutions? Measurement accuracy is less if gas is with heavy dust, High cost..</div>	<div>5. AVAILABLE SOLUTIONS Which solutions are available to the customers when they facethe problem or need to get the job done? What have they tried in the past? What pros &cons do these solutions have? Placing sensors in leak points and using multiple sensors for prior detection In the past, flame safety lamp is used to detect presence of methane Advantage of solution – reduce time Disadvantages of solution – effort needed</div>	Explore AS different
Focus on J&P, tap into BE, understand RC	<div>2. JOBS-TO-BE-DONE / PROBLEMS Which jobs-to-be-done (or problems) do you address for your customers? Late detection sometimes.</div>	<div>9. PROBLEM ROOT CAUSE What is the real reason that this problem exists? Because of inaccuracy in measurement, fire or explosion may occur if it is not carefully detected</div>	<div>7. BEHAVIOUR What does your customer do to address the problem and get the job done? Find the best strategy to increase the accuracy in measurement.</div>	Focus on J&P, tap into BE, understand RC

Identify fit & R	<div>3. TRIGGERS What triggers customers to act? Considering safety measures for workers and in think of future impacts due to that.</div>	<div>10. YOUR SOLUTION If you are working on an industries having chance of gasleakage, prior measurement strategies for detecting gasleakage is important. And for increasing accuracy in measurement, placing of sensors at leak point.</div>	<div>CHANNELS of BEHAVIOUR ONLINE What kind of actions do customers take online? Expecting equal solution as other customers get through offline. 8.2 OFFLINE What kind of actions do customers take offline? Use the solutions given by</div>	Identify fit & R
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	<div data-bbox="152 86 477 113">4. EMOTIONS: BEFORE / AFTER</div> <div data-bbox="152 119 624 138"><small>How do customers feel when they face a problem or a job and afterwards?</small></div> <div data-bbox="152 142 416 169">Insecure about gas leakage</div> <div data-bbox="721 82 766 114">EM</div>		<div data-bbox="1500 68 1585 89">industries</div>	
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