

Define CS, fit into CC	1. CUSTOMER SEGMENT(S) CS The business owners who employ gases in their manufacturing.	6. CUSTOMER CONSTRAINTS CC Due to expensive installation costs for alternative products, they have moved away from current technology.	5. AVAILABLE SOLUTIONS AS -Automatic shutoff valve. -In past they identify the leakage by smell which causes the delay i taking actions. -Pros & Cons they easily identify the locations and neccessary actions.	Explore AS, differentiate
	2. JOBS-TO-BE-DONE / PROBLEMS J&P People are concerned about gas leaks after the work is done or are unsure if they closed it or not.	9. PROBLEM ROOT CAUSE RC -Industries without enough training frequently use faulty valves. -Industries without enough training frequently use faulty valves without control.without control.	7. BEHAVIOUR BE To determine the gas's characteristics and solve the issue, they will locate the leak and identify the warning.	
	3. TRIGGERS TR Safe precautions for the workers to work without any fear.	10. YOUR SOLUTION SL Low cost IoT based device that can be easily accessed and fixed by people.	8. CHANNELS of BEHAVIOUR CH Promoting through social media. With the help of social media entrepreneurs.	
Identify strong TR & EM	4. EMOTIONS: BEFORE / AFTER EM If they faced a problem or a situtaion, they could confidently handle the situation and ease to access.		8.2 OFFLINE The identification of the area of leakage and take precautionary actions	Extract online & offline CH of BE