

**Project Design Phase- I - Solution Fit**

**Project Title: INDUSTRY SPECIFIC INTELLIGENT FIRE MANAGEMENT SYSTEM**

**Team ID: PNT2022TMID49436**

Define CS, fit into CC	<b>1. CUSTOMER SEGMENT(S)</b> <span>CS</span> Who is your customer? i.e. working parents of 0-5 y.o. kids  Economic Value of Customer	<b>6. CUSTOMER CONSTRAINTS</b> <span>CC</span> What constraints prevent your customers from taking action or limit their choices of solutions? i.e. spending power, budget, no cash, network connection, available devices.  The Priority, Frequency and Minimum Space Between, visit.	<b>5. AVAILABLE SOLUTIONS</b> <span>AS</span> 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 & cons do these solutions have? i.e. pen and paper is an alternative to digital notetaking ➤ Fire Alarms Systems ➤ Fire Suppression Systems ➤ Fire Extinguishers.	Explore AS, differentiate
Focus on J&P, tap into BE, understand RC	<b>2. JOBS-TO-BE-DONE / PROBLEMS</b> <span>J&amp;P</span> Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.  ➤ Harmful Fire Detection ➤ Burns ➤ Destruction of Industries ➤ Decode station	<b>9. PROBLEM ROOT CAUSE</b> <span>RC</span> What is the real reason that this problem exists? What is the back story behind the need to do this job? i.e. customers have to do it because of the change in regulations. ➤ Heat ➤ Fuel ➤ Oxygen	<b>7. BEHAVIOUR</b> <span>BE</span> 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) ➤ Fire Stations ➤ Intimate management ➤ Emergency vehicles ➤ Road Network Components	Focus on J&P, tap into BE, understand RC
Identify strong TR & EM	<b>3. TRIGGERS</b> <span>TR</span> ➤ Efficient ➤ Candles ➤ Lightning.  <b>4. EMOTIONS: BEFORE / AFTER</b> <span>EM</span> <u>BEFORE:</u> Detection of Fires.  <u>AFTER:</u> To secure the Objects or Things .	<b>10. YOUR SOLUTION</b> <span>SL</span> ➤ Proper Disposal ➤ Regular Maintenance ➤ Clean Environment	<b>8. CHANNELS of BEHAVIOUR</b> <span>CH</span>  <b>8.1 ONLINE</b> Intimate the management of Fire Station and Emergency number  <b>8.2 OFFLINE</b> Remove the Fire Burn Things	Identify strong TR & EM