Project Title: Industry specific intelligent fire management system

Team ID: PNT2022TMI49436

1. CUSTOMER SEGMENT(S)

Who is your customer?

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6 CHSTOMED CONSTRAINTS

What constraints prevent your customers from taking action or limit their choices

of solutions? i.e. spending power, budget, no cash, network connection, available

5. AVAILABLE SOLUTIONS

or need to get the job done? What have they tried in the past? What pros &

3. TRIGGERS

What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.



10. YOUR SOLUTION

If you are working on an existing business, write down your current solution first, fill in the canvas, and check how much it fits reality.

If you are working on a new business proposition, then keep it blank until you fill in the canvas and come up with a solution that fits within customer limitations, solves a problem and matches customer behaviour.

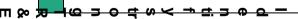
8. CHANNELS of BEHAVIOUR

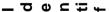


What kind of actions do customers take online? Extract online channels from #7

8.2 OFFLINE

What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.





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| 4. EMOTIONS: BEFORE / AFTER How do customers feel when they face a problem or a job and afterwards? i.e. lost, insecure > confident, in control - use it in your communication strategy & design. | |
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