

<p>1. CUSTOMER SEGMENT(S) Who is your customer?</p> <p>Industries which are more vulnerable to fire accidents.</p>	<p>4. CUSTOMER CONSTRAINTS What constraints prevent your customers from taking action or limit their choice of solution?</p> <ul style="list-style-type: none"> • Budget • Power consumption • Available devices • Fear of losing their life • Using water may cause damage to industrial equipments/property 	<p>5. AVAILABLE SOLUTIONS What solutions are available to the customers when they face the problem or emergency? What do they think they should do first? Why? What are the pros and cons of each solution?</p> <ul style="list-style-type: none"> • Using fire extinguisher • Calling the services after the trouble out • Using fire bucket <p>Pros:</p> <ul style="list-style-type: none"> • Helps to reduce damage caused by the • Helps to reduce spreading of fire <p>Cons:</p> <ul style="list-style-type: none"> • Relatively expensive • Time consuming
<p>3. JOBS TO BE DONE / PROBLEMS What jobs/problems are you solving for your customer?</p> <ul style="list-style-type: none"> • To detect early fire • To prevent fire from spreading • Notify to authorities and fire station • To notify the people working in industry about fire using the alarm 	<p>6. PROBLEM ROOT CAUSE What is the root cause of the problem you're solving? What is the main reason behind the problem to the user?</p> <ul style="list-style-type: none"> • Electrical faults • Storage of flammable stock • Careless smoking • Faulty equipments and machinery • Flammable liquids and gases • Wiring that is exposed or not up to code 	<p>7. BENEFITORS What are your customers do to address the problem and gain benefit from it?</p> <ul style="list-style-type: none"> • Use the extinguisher • Call fire station • Use emergency exit • Use the hydrant • Call the police • Pull the fire alarm switch
<p>2. TRIGGERS What triggers the problem to start?</p> <ul style="list-style-type: none"> • To prevent financial loss if the trouble out • To prevent property damage • To save their lives <p>8. EMOTIONAL BEFORE / AFTER How do customers feel when they face a problem or pain and afterwards?</p> <ul style="list-style-type: none"> • Before the problem is solved: depressed, sad, busy, confused, with fear • After the problem is solved: satisfied, relaxed 	<p>10. YOUR SOLUTION Our proposed solution uses sensors to detect the fire before it causes damage, sprinklers are used to control the fire and a fire alarm is used to alert the workers about the fire breakage</p>	<p>9. CHANNELS OF DELIVERY Where and how will your customers use it?</p> <ul style="list-style-type: none"> • Use the extinguisher • Call fire station • Use emergency exit • Use the hydrant • Call the police • Pull the fire alarm switch