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| Define CS, fit into CC | <div>1. CUSTOMER SEGMENT(S)<div>CS</div><p>All the private swimming pool owners are our primary customers.Also all the swimmers are our customers.</p></div> | <div>6. CUSTOMER CONSTRAINTS<div>CC</div><p>Sometime negligence of trainer makes the customer lives danger.That constraint can be solved here.</p></div> | <div>5. AVAILABLE SOLUTIONS<div>AS</div><p>The traditional method was the trainer should notice drowning customers and save them. It is not suitable in daily situation so using our product can save their lives.is an alternative to digital notetaking</p></div> | Explore AS, differentiate |
| | <div>2. JOBS-TO-BE-DONE / PROBLEMS<div>JP</div><p>Swimmers should be detected and incase if there is a risk of drowning alarm should be played to alert trainer.</p></div> | <div>9. PROBLEM ROOT CAUSE<div>RC</div><p>Negligence of trainers in swimming pool and unprofessional swimmers using swimming pool. story behind the need to do this job?</p></div> | <div>7. BEHAVIOUR<div>BE</div><p>Use the product and make sure that trainer is near the alarm sound system.</p></div> | |

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| Identify triggers & E | <div>3. TRIGGERS<div>TR</div><p>Drowning causes danger to the life of customers. So, swimming pools will be triggered to install the product.</p></div> | <div>10. YOUR SOLUTION<div>SL</div><p>By using YOLO detection model the drowning person should be detected and alarm should be played to intimate the trainer that the person is drowning.</p></div> | <div>8. CHANNELS of BEHAVIOUR<div>CH</div><div>8.1 ONLINE</div><p>Should contact us to install the software and to connect the cloud for storing any detections.</p><div>8.2 OFFLINE</div><p>Should install and connect our software to the cctv system.</p></div> | Identify |
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| | <div data-bbox="152 60 454 92">4. EMOTIONS: BEFORE / AFTER</div> <div data-bbox="721 60 761 92">EM</div> <div data-bbox="152 116 647 135">Customers can feel safe and secure while swimming after using our product.</div> | | | |
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