

## Project Design Phase-I

### Problem – Solution Fit Template

Date	10 October 2022
Team ID	PNT2022TMID14654
Project Name	Hazardous Area Monitoring for Industrial Plant Powered by IoT
Maximum Marks	2 Marks

#### Problem – Solution Fit Template:

The Problem-Solution Fit simply means that you have found a problem with your customer and that the solution you have realized for it actually solves the customer's problem. It helps entrepreneurs, marketers and corporate innovators identify behavioral patterns and recognize what would work and why

#### Purpose:

- ☐ Solve complex problems in a way that fits the state of your customers.
- ☐ Succeed faster and increase your solution adoption by tapping into existing mediums and channels of behavior.
- ☐ Sharpen your communication and marketing strategy with the right triggers and messaging.
- ☐ Increase touch-points with your company by finding the right problem-behavior fit and building trust by solving frequent annoyances, or urgent or costly problems.
- ☐ **Understand the existing situation in order to improve it for your target group.**

#### Template:

<div style="display: flex; justify-content: space-between;"> <div style="writing-mode: vertical-rl; transform: rotate(180deg); font-weight: bold; font-size: 0.8em;">Define CS, fit into CC</div> <div> <b>1. CUSTOMER SEGMENT(S)</b>  <ul style="list-style-type: none"> <li>Industry manager</li> <li>workers</li> </ul> </div> <div style="background-color: #f8d7da; padding: 2px 5px; font-weight: bold; font-size: 0.7em;">CS</div> </div>	<div style="display: flex; justify-content: space-between;"> <div style="writing-mode: vertical-rl; transform: rotate(180deg); font-weight: bold; font-size: 0.8em;">Define CS, fit into CC</div> <div> <b>6. CUSTOMER CONSTRAINTS</b>  <ul style="list-style-type: none"> <li>Network connection</li> <li>Harder installation steps</li> </ul> </div> <div style="background-color: #f8d7da; padding: 2px 5px; font-weight: bold; font-size: 0.7em;">CC</div> </div>	<div style="display: flex; justify-content: space-between;"> <div style="writing-mode: vertical-rl; transform: rotate(180deg); font-weight: bold; font-size: 0.8em;">Define CS, fit into CC</div> <div> <b>5. AVAILABLE SOLUTIONS</b>  <ul style="list-style-type: none"> <li>Upgrading to a premium network plan.</li> <li>Avoiding network connection from a reliable Service provider.</li> </ul> </div> <div style="background-color: #f8d7da; padding: 2px 5px; font-weight: bold; font-size: 0.7em;">AS</div> </div>
<div style="display: flex; justify-content: space-between;"> <div style="writing-mode: vertical-rl; transform: rotate(180deg); font-weight: bold; font-size: 0.8em;">Focus on J&amp;P, tap into BE, understand RC</div> <div> <b>2. JOBS-TO-BE-DONE / PROBLEMS</b>  <ul style="list-style-type: none"> <li>Has to measure conditions even under harsh environment</li> <li>SMS service may not be available due to network.</li> <li>Cloud service has to be available all the time.</li> </ul> </div> <div style="background-color: #fff3cd; padding: 2px 5px; font-weight: bold; font-size: 0.7em;">J&amp;P</div> </div>	<div style="display: flex; justify-content: space-between;"> <div style="writing-mode: vertical-rl; transform: rotate(180deg); font-weight: bold; font-size: 0.8em;">Focus on J&amp;P, tap into BE, understand RC</div> <div> <b>9. PROBLEM ROOT CAUSE</b>  <ul style="list-style-type: none"> <li>Quality of the sensors used in the measurement plays a major role.</li> <li>Location of the device installed and the network plan used by the user are the cause of Network issue.</li> </ul> </div> <div style="background-color: #fff3cd; padding: 2px 5px; font-weight: bold; font-size: 0.7em;">RC</div> </div>	<div style="display: flex; justify-content: space-between;"> <div style="writing-mode: vertical-rl; transform: rotate(180deg); font-weight: bold; font-size: 0.8em;">Focus on J&amp;P, tap into BE, understand RC</div> <div> <b>7. BEHAVIOUR</b>  <ul style="list-style-type: none"> <li>Harsh environment is prevailing only on certain industry; thus, the frequency of the said problem is low. In such a case the customer complains multiple times to get the attention.</li> <li>Network issue is very common as most of the industries are located at the country side. Here the contact both the developers and the service providers</li> </ul> </div> <div style="background-color: #fff3cd; padding: 2px 5px; font-weight: bold; font-size: 0.7em;">BE</div> </div>
<div style="display: flex; justify-content: space-between;"> <div style="writing-mode: vertical-rl; transform: rotate(180deg); font-weight: bold; font-size: 0.8em;">Identify strong TR &amp; EM</div> <div> <b>3. TRIGGERS</b>  <ul style="list-style-type: none"> <li>Other industries are using the device.</li> <li>Device helped to reduce manual labour power.</li> </ul> </div> <div style="background-color: #d4edda; padding: 2px 5px; font-weight: bold; font-size: 0.7em;">TR</div> </div>	<div style="display: flex; justify-content: space-between;"> <div style="writing-mode: vertical-rl; transform: rotate(180deg); font-weight: bold; font-size: 0.8em;">Identify strong TR &amp; EM</div> <div> <b>10. YOUR SOLUTION</b>  <ul style="list-style-type: none"> <li>Network strength must be boosted in the device</li> <li>Device can be manufactured in multiple standards based on the environment.</li> </ul> </div> <div style="background-color: #d4edda; padding: 2px 5px; font-weight: bold; font-size: 0.7em;">SL</div> </div>	<div style="display: flex; justify-content: space-between;"> <div style="writing-mode: vertical-rl; transform: rotate(180deg); font-weight: bold; font-size: 0.8em;">Extract online &amp; offline CH of BE</div> <div> <b>8. CHANNELS of BEHAVIOUR</b>  <b>8.1 Online</b> <ul style="list-style-type: none"> <li>E-Mail to developers</li> <li>Online Community</li> </ul> <b>8.2 Offline</b> <ul style="list-style-type: none"> <li>Complaint Letters</li> </ul> </div> <div style="background-color: #d4edda; padding: 2px 5px; font-weight: bold; font-size: 0.7em;">CH</div> </div>