

ExploreAS, differentiat		
Focus		
<div><div>1. CUSTOMER SEGMENT</div><div>Who is your customer?</div><div>This is used by the parents who have child below 18 years.</div></div>	<div><div>6.CUSTOMER CONSTRAINTS</div><div>What constraints preventS our customers from taking action or limit their choices of solutions?</div><div>Spending lots of money to the caretakers, parents might also lose their peace of mind in thinking about</div></div>	<div><div>5.AVAILABLE SOLUTION</div><div>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?</div><div>CCTV and caretakers are the alternative solutions for monitoring the children</div></div>
<div><div>2.JOBS-TO-BE-DONE/PROBLEMS</div><div>Which _jobs-to-be -done (or problems) do you address for your customers?</div><div>The children are misguided nowadays , so parents want them to be safe and monitored periodically</div></div>	<div><div>9.PROBLEM ROOT CAUSE</div><div>What is the real reason that this problem exists? What is the back story behind the need to do this job?</div><div>There are missing cases of children everywhere , so society is concerned about it.</div></div>	<div><div>7.BEHAVIOUR</div><div>What does customer do to address the problems and get the job done?</div><div>Even some parents optional caretakers to monitor their children, so there is a possibility of child getting harmed by the caretakers.</div></div>

3. TRIGGERS

What triggers customers to act?

Nowadays, there are working parents so it is difficult to monitor them continuously.

4. EMOTIONS: BEFORE/AFTER

How do customers feel when they face a problem or a job and afterwards?

Children were not monitored properly before but now it made easy to monitor them. It feels relaxed to parents.

10. YOUR SOLUTION

So our solution is to make IOT Device which is affordable and user friendly for the parents

8. CHANNELS OF BEHAVIOUR

8.1 ONLINE

What kind of actions do customers take online?

Planning to install CCTV around the house or developing child tracker

8.2 OFFLINE

What kind of actions do customers take offline?

Keeping caretakers for monitoring the children