

Define CS, fit into CC	<div><div>1. CUSTOMER SEGMENT(S)<div>CS</div></div><div>Who is your customer? Industries or Organizations who having risks of gas leakage</div></div>	<div><div>6.Customer constraints<div>CC</div></div><div>What constraints prevent your customers from taking action or limit their choices of solutions? Measurement accuracy is less if gas is with heavv dust.</div></div>	<div><div>5. AVAILABLE SOLUTIONS<div>AS</div></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 &amp; cons do these solutions have? Placing sensors in leak points and using multiple sensors for prior detection</div></div>	Explore AS, differentiate
	<div><div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&amp;P</div></div><div>Which jobs-to-be-done (or problems) do you address for your customers?  Late detection sometimes.</div></div>	<div><div>9. PROBLEM ROOT CAUSE<div>PC</div></div><div>What is the real reason that this problem exists? Because of inaccuracy in measurement, fire or explosion may occur if it is not carefully detected</div></div>	<div><div>7. BEHAVIOUR<div>BE</div></div><div>What does your customer do to address the problem and get the inh  Find the best strategy to increase the accuracy in measurement.</div></div>	
	<div><div>3. TRIGGERS<div>TR</div></div><div>What triggers customers to act? Considering safety measures for workers and in think of future impacts due to that.</div></div> <div><div>4. EMOTIONS: BEFORE / AFTER<div>EM</div></div><div>How do customers feel when they face a problem or a job and afterwards? Insecure about gas leakage</div></div>	<div><div>10. YOUR SOLUTION<div>SL</div></div><div>If you are working on an industries having chance of gas leakage, prior measurement strategies for detecting gas leakage is important. And for increasing accuracy in measurement, placing of sensors at leak point.</div></div>	<div><div>8. CHANNELS of BEHAVIOUR<div>CH</div></div><div>8.1 ONLINE What kind of actions do customers take online? Expecting equal solution as other customers get through offline.  8.2 OFFLINE What kind of actions do customers take offline?Use the solutions given by industries</div></div>	
Focus on J&P, tap into BE, understand RC			Focus on J&P, tap into BE, understand RC	
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I d e n t i f

I d e n t i f y s t r o n g T R & E