

Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S)<div>CS</div></div> <div>The business owners who employ gases in their manufacturing.</div>	<div>6. CUSTOMER CONSTRAINTS<div>CC</div></div> <div>Due to expensive installation costs for alternative products, they have moved away from current technology.</div>	<div>5. AVAILABLE SOLUTIONS<div>AS</div></div> <div><div>-Automatic shutoff valve.</div><div>-In past they identify the leakage by smell which causes the delay i taking actions.</div><div>-Pros &amp; Cons they easily identify the locations and neccessary actions.</div></div>	Explore AS, differentiate
	<div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&amp;P</div></div> <div>People are concerned about gas leaks after the work is done or are unsure if they closed it or not.</div>	<div>9. PROBLEM ROOT CAUSE<div>RC</div></div> <div><div>-Industries without enough training frequently use faulty valves.</div><div>-Industries without enough training frequently use faulty valves without control.without control.</div></div>	<div>7. BEHAVIOUR<div>BE</div></div> <div>To determine the gas's characteristics and solve the issue, they will locate the leak and identify the warning.</div>	
	<div>3. TRIGGERS<div>TR</div></div> <div>Safe precautions for the workers to work without any fear.</div> <div>4. EMOTIONS: BEFORE / AFTER<div>EM</div></div> <div>If they faced a problem or a situtaion, they could confidently handle the situation and ease to access.</div>	<div>10. YOUR SOLUTION<div>SL</div></div> <div>Low cost IoT based device that can be easily accessed and fixed by people.</div>	<div>8. CHANNELS of BEHAVIOUR<div>CH</div></div> <div>Promoting through social media. With the help of social media entrepreneurs.</div> <div>8.2 OFFLINE</div> <div>The identification of the area of leakage and take precautionary actions</div>	