

Define CS, fit into CC	<b>1. CUSTOMER SEGMENT(S)</b> <span>CS</span>  Industrialists who run industries that are prone to fire and gas leak accidents.	<b>6. CUSTOMER CONSTRAINTS</b> <span>CC</span> <ul style="list-style-type: none"><li>• Frequent maintenance is required</li><li>• Lack of awareness</li><li>• Requires specialized experts for maintenance.</li></ul>	<b>5. AVAILABLE SOLUTIONS</b> <span>AS</span>  Usage of sensors to detect industrial accidents and buzzers to alert workers.	Explore AS, differentiate
Focus on J&P, tap into BE, understand RC	<b>2. JOBS-TO-BE-DONE / PROBLEMS</b> <span>J&amp;P</span> <ul style="list-style-type: none"><li>• Activate exhaust fans and water sprinklers during fire accidents.</li><li>• Activate exhaust fans during gas leakage.</li><li>• Send alert message to customers and nearby fire stations.</li></ul>	<b>9. PROBLEM ROOT CAUSE</b> <span>RC</span> <ul style="list-style-type: none"><li>• Improper maintenance of gas containers and pipelines leads to gas leakage.</li><li>• Due to the presence of flammable substance in the industry and carelessness of the workers involved leads to fire accidents.</li></ul>	<b>7. BEHAVIOUR</b> <span>BE</span> <ul style="list-style-type: none"><li>• Usage of temperature and smoke sensor to detect fire accidents.</li><li>• Usage of MQ6 sensor to detect gas leakage.</li></ul>	Focus on J&P, tap into BE, understand RC

Identify strong TR & EM	<b>3. TRIGGERS</b> <span>TR</span> Witnessing loss of life and property in the industry due to fire and gas leakage accidents.	<b>10. YOUR SOLUTION</b> <span>SL</span> Usage of temperature and smoke detection sensor to detect fire accidents and MQ6 sensor to detect gas leakage, along with buzzers, LEDs and LCD display to alert workers during accidents. Activation of exhaust fans and water sprinklers during accidents. Sending immediate alerts to the customers and nearby fire stations.	<b>8. CHANNELS of BEHAVIOUR</b> <span>CH</span> <b>8.1 ONLINE</b> Notify customers and nearby fire station by sending alert messages if any accidents is detected.  <b>8.2 OFFLINE</b> <ul style="list-style-type: none"> <li>Real time monitoring using sensors.</li> <li>Alerting working using buzzers, LEDs and LCD display.</li> </ul>	Identify strong TR & EM
	<b>4. EMOTIONS: BEFORE / AFTER</b> <span>EM</span> Before: Frustrated and distressed due to loss of life and property in the industry.  After: Felt relieved due to immediate response to industrial accidents.			