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Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S)<div>CS</div><p>The primary concern for business owners is worker safety.</p><p>Finding the source of the leak might be challenging at times.</p><p>The prevention of fatalities is achieved by leak detection.</p></div>	<div>6. CUSTOMER CONSTRAINTS<div>CC</div><p>In order to prevent customers from reacting to a gas leakage issue, proper maintenance should be performed at least once every month.</p></div>	<div>5. AVAILABLE SOLUTIONS<div>AS</div><p>sensors used to detect gas leaks.</p><p>the leak is indicated with a buzzer.</p><p>Our ability to receive notifications of gas leaks is made possible by the GSM module.</p></div>	Explore AS, differentiate
Focus on J&P, tap into BE, understand RC	<div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&amp;P</div><p>The device's resistance to hostile environments is in doubt.</p><p>A network issue prevented data from always being uploaded to the cloud.</p></div>	<div>9. PROBLEM ROOT CAUSE<div>RC</div><p>The main issue can occasionally be brought on by a sensor that isn't functioning properly.</p><p>The root cause of the network issue is the location of the device installation and the network plan used by the user.</p></div>	<div>7. BEHAVIOUR<div>BE</div><p>Due to the majority of industries being situated in rural areas, network issues are fairly common. Here, get in touch with both the programmers and the service suppliers.</p><p>They will discover the leak and pinpoint the alert in order to ascertain the gas's properties and find a solution.</p></div>	Focus on J&P, tap into BE, understand RC
Identify strong TR & EM	<div>3. TRIGGERS<div>TR</div><p>Gas leak-related accidents result in property loss, fatalities, and injury.</p><p>Safeguards are taken to ensure that employees can work without worry.</p></div>	<div>10. YOUR SOLUTION<div>SL</div><p>An inexpensive IOT-based device that is simple for individuals to use and repair.</p><p>The device needs to improve network strength.</p><p>Depending on the surroundings, a device can be produced to various standards.</p></div>	<div>8. CHANNELS of BEHAVIOUR<div>CH</div><div>8.1 ONLINE</div><p>Observe the condition of the sensors.</p><p>Notification in the event of any gas leaks.</p><div>8.2 OFFLINE</div><p>Protect the sensor from harm.</p><p>Supply the sensors with a suitable network and power source.</p><p>Letters of grievance.</p></div>	Identify strong TR & EM

	<div data-bbox="152 60 533 92"><b>4. EMOTIONS: BEFORE / AFTER</b></div> <div data-bbox="721 60 761 92"><b>EM</b></div> <div data-bbox="152 124 750 223"><p>The user feels duped and tricked before performing the activity.</p><p>Once the issue has been fixed, the user can understand that the developer is being sincere.</p></div>			
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