Define CS, fit into CC

1. CUSTOMER SEGMENT(S) CS

The customer for this product is a wooden industry owner who sell furniture parts

This product saves wood fromsome unwanted fire accident.

6. CUSTOMER CONSTRAINTS CC

If we use large no. of sensors is difficult, it may cause high amount .An unlimited or a continuous internet connection is required for success.

5. AVAILABLE SOLUTIONS AS

Scalable data and situation were collected and processed to automatically by using IOT .

Explore AS, differentiate

Focus on J&P, tap into BE, understand RC

2. JOBS-TO-BE-DONE / PROBLEMS J&P

The purpose of this product is to use sensors to acquire various room parameters & process them using a central processing system.
The cloud is used to store and transmit data using IOT any time the electrical fire are happened they can make decisions through mobile application.

9. PROBLEM ROOT CAUSE RC

In holiday, many company do not monitor the system so it may cause fire accident so we must overcome from this problem

7. BEHAVIOUR BE

Use proper IOT technology to overcome from fire accident

Focus on J&P, tap into BE, understand RC

Identify strong TR & EM

3. TRIGGERS TR

In company, electrical short circuit are happened.so lot of loss are occured and many wooden furniture are burn in fire.

4. EMOTIONS: BEFORE / AFTER EM

Before: increase pressure-> random decision->high loss
After : data from reliable source -> correct decision -> low loss

10. YOUR SOLUTION SL

Our product collects data from various types of sensors & sends the values toour main server.so we can easily monitor the company &
Protect our wooden furniture to fire.the final decision is protect the wooden furniture fromthe fire using a mobile application

8. CHANNELS of BEHAVIOUR CH

1.ONLINE

To monitor our company in where as in the world.also improve knowledge about the factorsof fire.

2. OFFLINE

Awareness camps to be organized to teach the importance & advantages of the automation & iot inthe development of fire management system.

Extract online & offline CH of BE