

Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S)<div>CS</div><ul style="list-style-type: none">- Corporate Buildings- Factories- Educational Institutions- Hospitals- Malls</div>	<div>6. CUSTOMER CONSTRAINT<div>CC</div><p>-The intense heat emitted from the fire breakout, toxic gas leakage, insecurities and fear caused from the incident prevent the customer from taking action.</p></div>	<div>5. AVAILABLE SOLUTIONS<div>AS</div><p>-Availability of fire extinguishers, sprinklers and alerting system.</p><p>- Pros – Able to put out small fire breakout</p><p>Cons – In case of large fire breakout the available system is ineffective. Automated, but occasionally misbehaving</p></div>	Explore AS, differentiate
	<div>2. JOBS-TO-BE-DONE PROBLEMS<div>J&P</div><ul style="list-style-type: none">- responding quickly (using fire extinguish) when a fire breaks out.- a system for immediate alerting</div>	<div>9. PROBLEM ROOT CAUSE<div>RC</div><ol style="list-style-type: none">1.Simple to maintain.2. Improper maintenance and handling of machineries.3. Electrical overloading or short circuiting4. Electrical or electronic appliances that get too hot.</div>	<div>7. BEHAVIOUR<div>BE</div><ol style="list-style-type: none">1. Installation of appropriate fire and safety management systems to guarantee the industry's safety.</div>	
Focus on J&P, tap into BE, understand RC				
	<div>3. TRIGGERS<div>TR</div><p>->hearing and reading about industrial fire outbreaks and gas leakages in the news, making it necessary for the industry to implement mandatory safety systems.</p></div>	<div>10. OUR SOLUTION<div>SL</div><p>An IOT based fire management system which Deduces false alarms and gives early warnings effectively.</p></div>	<div>8. CHANNELS of BEHAVIOUR<div>CH</div><div>8.1 ONLINE</div><p>Continuous monitoring of the safety management system. Signals are sent to sprinklers and alarm.</p><div>8.2 OFFLINE</div><p>The incident in question was immediately</p></div>	

<p>4. EMOTIONS: BEFORE / AFTER</p> <p>EM</p> <p>Before - Since they only have a fire extinguisher at their disposal, they use it with anxiety, security, and panic.</p> <p>After - They need not panic with the assistance of our intelligent fire management system, which is an automatic system.They are at ease and able to deal with the situation without worrying.</p>		addressed.activating the appropriate actuators in need.
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