

Problem Solution Fit

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Team ID	PNT2022TMID06832
Project Name	Industry-Specific Intelligent Fire Management System

Define CS, fit into CL	<div>1. CUSTOMER SEGMENT(S)<div>CS</div><div>Who is your customer?<div>Industry members as well as others</div></div></div>	<div>6. CUSTOMER LIMITATIONS<div>EG. BUDGET, DEVICES</div><div>CL</div><div>What limits your customers to act when problem occurs?<div>The customer should just click the alert message to enhance the further step to stop the fire.</div><div>Proper network connection and available devices are needed.</div></div></div>	<div>5. AVAILABLE SOLUTIONS<div>PLUSES & MINUSES</div><div>AS</div><div>Which solutions are available to the customer when he/she is facing the problem? Which has the most impact in the past? What is the reason?<div>The customer used to call for the emergency number 101 to call the fire service team to stop the fire at that time of reporting many products in the industry gets damaged and many lives were death. Now with the use of our product the industry can sense the fire explosion and stop at the initial stage itself. So, it is quite much more easy.</div></div></div>	Explore AS, differentiate
	<div>2. PROBLEMS / PAINS + ITS FREQUENCY<div>PR</div><div>Which problem do you solve for your customer?<div>How often the problem occurs?</div><div>We are solving the problem of fire spread by automatically detecting the fire at the ignition stage and stop the fire spread easily using Artificial Intelligence and IOT based ideations.</div></div></div>	<div>9. PROBLEM ROOT / CAUSE<div>RC</div><div>What is the root of the problem from the fire?<div>The fire causes a lot of damages in the industry. Usually when it gets fired in an industry the fire service team is called to stop the fire. But now our solution use can stop the fire without the help of fire service.</div></div></div>	<div>7. BEHAVIOR + ITS INTENSITY<div>BE</div><div>What does your customer do about / around / directly or indirectly related to the different "problem"?<div>At once the message is send to the customers mobile from the sensors-controlled Intelligence the customer himself can give the access to stop the fire spread on the whole.</div></div></div>	Focus on PR, tap into BE, understand RC
Focus on PR, tap into BE, understand RC	<div>3. TRIGGERS TO ACT<div>TR</div><div>What triggers customer to act?<div>We can ask our customer to get an experience about our product. We can insist they must need of our product.</div></div></div>	<div>10. YOUR SOLUTION<div>SL</div><div>If you are working on existing business - write down existing solution first, fill in the canvas.<div>We can just access the message from the IOT devices combined with sensors to stop the fire spread at the ignition stage itself. It is much easier, safe to handle.</div></div></div>	<div>8. CHANNELS of BEHAVIOR<div>CH</div><div>ONLINE<div>Extract channels from Behavior block</div><div>Notifications send can be accessed.</div></div><div>OFFLINE<div>Extract channels from Behavior block and use for customer development</div><div>The sensors with the help of intelligence can stop the fire spread at the initial stage itself.</div></div></div>	Extract online & offline CH of BE
	<div>4. EMOTIONS BEFORE / AFTER<div>EM</div><div>What emotions do you expect to have in this problem? Use it in your communication strategy.<div>Before: Customer is not finding a proper rid for the fire spread problem</div><div>After: Now with the help of our product the customer can easily enhance the problem.</div></div></div>			
Identify strong TR & EM				