

Define CS, fit into CC

1. CUSTOMER SEGMENT(S)

Who is your customer?
i.e. working parents of 0-5 y.o. kids

For industry owner-Ensuring the safety of workers is the main thing Sometimes it is hard to identify from which area the leakage is occurring
For homemakers-they are not able to identify whether the gas leakage is occurring due to external source or something.

CS

6. CUSTOMER CONSTRAINTS

What constraints prevent your customers from taking action or limit their choices of solutions? i.e. spending power, budget, no cash, network connection, available devices.

1.proper maintainance should be taken atleast once in a month and this prevents the customers from taking actions in gas Leakage problem.
2.the services can be done only by technicians so it is to set up gas leakage system in home/industries

CC

5. AVAILABLE SOLUTIONS

Which solutions are available to the customers when they face the problem or need to get the job done? What have they tried in the past? What pros & cons do these solutions have? i.e. pen and paper is an alternative to digital notetaking

Usage of sensors to sense gas leakage. GSM module helps us to get notification when the gas leakage is sensed

AS

Explore AS, differentiate

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

2. JOBS-TO-BE-DONE / PROBLEMS

Which jobs-to-be-done (or problems) do you address for your customers?
There could be more than one; explore different sides.

Jobs to be done
Automatic nob closing
switching off power supply
Problems
if the cylinder is not maintained properly it cause problems.
preference of cylinders under room temperature not in a hot area or cold places

J&P

9. PROBLEM ROOT CAUSE

What is the real reason that this problem exists?
What is the back story behind the need to do this job?
i.e. customers have to do it because of the change in regulations.

1.sometimes sensor does not work properly which can cause the major problem
2.it is difficult to identify different between LPG gas and other gasses

RC

7. BEHAVIOUR

What does your customer do to address the problem and get the job done?
i.e. directly related: find the right solar panel installer, calculate usage and benefits;
indirectly associated: customers spend free time on volunteering work (i.e. Greenpeace)

1.Identifies the issues with the help of sensor.
2.Regular monitoring is done
3. automatic registration when the cylinder is about to empty.

BE

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

Identify strong TR & EM

3. TRIGGERS

What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.

identification of gas leakage will be done immediately and necessary measurements are taken in case of emergency

TR

4. EMOTIONS: BEFORE / AFTER

How do customers feel when they face a problem or a job and afterwards?
i.e. lost, insecure > confident, in control - use it in your communication strategy & design.

1.customers feel satisfied by having a product in their environment
2. customers worry about explosions and accidents occurs due to gas leakage but after using this product they can have a stress free life

EM

10. YOUR SOLUTION

If you are working on an existing business, write down your current solution first, fill in the canvas, and check how much it fits reality.
If you are working on a new business proposition, then keep it blank until you fill in the canvas and come up with a solution that fits within customer limitations, solves a problem and matches customer behaviour.

1. Switch off/off of any electric device should be avoided
2. creating a short cuts in industries to evacuate everyone in case of gas leakage

SL

8. CHANNELS of BEHAVIOUR

8.1 ONLINE
What kind of actions do customers take online? Extract online channels from #7

Easy way to build relationship and interaction with people is done in a proper manner

8.2 OFFLINE
What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.

The customers prefer to visit professionals. The products based on gas Leakage system is less. returning the product is easy

CH

Extract online & offline CH of BE