Project Design Phase-I - Solution Fit Template

Project Title: HAZARDOUS AREA MONITORING SYSTEM IN INDUSTRIAL POWER PLANT USING IOT

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Define CS, fit into CC

1. CUSTOMER SEGMENT(S) `CS`

Our customers are

- People in Industries that utilize high temperature machines releases combustible gases
- Power plants

6. CUSTOMER CONSTRAINTS

- Sensors use latest technology
- Compact
- Lower Power Consumption
- Cost effective

5. AVAILABLE SOLUTIONS

- Parts are easily replaced
- Problems can be rectified before it goes serious
- Easily repairable

Explore AS, differentiate

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

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

- Precision of device must be verified
- Interface must be use friendly
- Controls to be easily handled
- Quality standard to set

9. PROBLEM ROOT CAUSE `RC`

- Manufactures carelessness
- Damage in circuit due to high temperature
- Damaged product might be sent out for retail

7. BEHAVIOUR `BE`

What does your customer do to address the problem and get the job done?

- Call for customer service
- Quality analysed
- Free service if problem is form the seller
- Product exchange
- Update the future product

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

IDentIFY Stronger TR&EM

3. TRIGGERS `TR`

- Our industrial plant attracts customers with reasonable price and quality materials.
- They can easily use what they have and it will inspire peoples.
- The product you buy from us will work for a long time and will inspire peoples

4. EMOTIONS: BEFORE / AFTER `EM`

- A measure of how customers feel about their experience with a company.
- An emotional connection develops loyalty before a lead has made a purchase decision. And it continue to grow stronger after a lead becomes a customer.

10. YOUR SOLUTION `SL`

If there is a failure in a hazardous area inside an industrial plant, there is loss of production, human loss, loss of property etc. So if the industrial plant is in a private place, there will be no problem.

Radiation in an industrial plant can affect people if it emits a certain limit.

The radiation emitted by the industrial plant can be protected by sensor to protect people from spreading too much.

8. CHANNELS of BEHAVIOUR `CH`

8.1 ONLINE

- Ask for customer Support
- Seek for product information
- Check the user manual
- Review the product

8.2 OFFLINE

- Replace the product
- Send for repair
- Request for replacement parts
- Exchange the product
- Explain where the problem occurs