

Define CS, fit into CC	<div>1.CUSTOMER SEGMENT(S) <b>Who is your customer?</b> Working parents of (0-5)years kids. <b>CS</b></div>	<div>6. CUSTOMER CONSTRAINTS <b>What constraints prevent your customers from taking action or limit their choices of solutions?</b> limited CPU,memory and power resources,security constraints,health issues,accuracy problem,poor data quality, <b>C</b></div>	<div>5. AVAILABLE SOLUTIONS <b>Which solutions are available to the customers when they face the problem or need to get job done that they have tried in past?Pros and cons?</b>  Detecting and preventing machine failures,Standards and intelligent analysis of actions,improve security issues, <b>AS</b></div>	Explore AS, differentia
Focus on J&P, tap into BE, understand RC	<div>2. JOBS-TO-BE-DONE / PROBLEMS <b>Which jobs-to-be-done (or problems) do you address for your customers?</b>  IMPROVE SAFETY AND SECURITY,DON'T RELY ON CLOUD TECHNOLOGIES,UPDATE YOUR IoT DEVICE REGULARLY,consider security solution and tools <b>J&amp;P</b></div>	<div>9. PROBLEM ROOT CAUSE <b>What is the real reason that this problem exists?what is the back story behind the need to this job?</b>  Escalated cyberattacks,malware,vulnerabilities,complex environments,5G connectivity requirements of <b>RC</b></div>	<div>7.BEHAVIOUR <b>What does your customer do to address the problem and get the job done?</b>  Portable browsers and proxy sites to address the issues of the customers directly and develop a customer centric culture, collect feedback regularly to avoid problems <b>BE</b></div>	Focus on J&P, tap into BE, understand RC

Identify strong TR & EM	<div>3. TRIGGERS <b>What triggers customers to act?</b> seeing their neighbour monitoring their child , need to be proactive <b>TR</b></div>	<div>10. YOUR SOLUTION <b>By avoiding technical difficulties and data interrupt child can be located accurately and precise condition can be monitored</b> <b>SL</b></div>	<div>8.CHANNELS OF BEHAVIOUR <b>8.1 ONLINE</b> Contact the support team and they can use the functionality guideline video to correct the malfunction and by directly giving feedback  <b>8.2 OFFLINE</b> Use the manual to effective use of gadget and correct the malfunctions <b>CH</b></div>	10
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