Project Title: Industry-Specific Intelligent Fire Management System
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Project Design Phase-I - Solution Fit Template

1. CUSTOMER SEGMENT(S)   `ccc`

Who is your customer?

My customers are those who own organization and industries which can be easily subjected into fire accident.
Examples: oil Industries, cotton industries

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.

Fire extinguishers hanging on the walls are weight and the industries or organization has less number of extinguishers so many of them could not use it when occurrence of fire.

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?

In most places, fire extinguishers are hung on the walls for safety purposes, when there is an occurrence of fire, extinguishers are make used it by using man power and in some places ,an automatic fire detection system is also there.

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

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

If fire occur in any organization or industries this fire alarm detects the fire and indicates through the alarm and sprinkles the water to extinguish the fire.

9. PROBLEM ROOT CAUSE   `RC`

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.

In crackers industries there used chemicals for crackers which are easily inflammable so it can cause fire accident even if a tiny sparks occurs as it happened once in a sivakasi.. Likewise many other problems can also be the root cause of fire

7. BEHAVIOUR   `BE`

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 benefit; ,indirectly associated: customers spend free time on volunteering(i.e. Green peace)

Monitoring the fire with the help of the automatic fire detection system in the respective places to avoid fire accidents ,avoid using old machines and safety precautions are to be followed.

3. TRIGGERS

TR

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

If the industries has any easily flammable materials,any past bad fire accident then the automatic fire detection system could be installed.

If any gas smell is felt and indication of fire ,peoples begin to act using extinguishers or water

4. EMOTIONS: BEFORE / AFTER

EM

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.

Before starting fire the emotion will be mixed up like confusion,fear.

Absolutely the people who face these kind of situation their emotion will be fear

10. YOUR SOLUTION

SL

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.

Industry specific-Intelligent fire management System .Different types of sensors like gas sensor, Temperature sensor and Flame sensor are used to detect any changes in the environment, based on the readings or detection of gas exhaust fans are switched on and if there is an occurrence of fire, sprinklers will be switched on, and notifications are sent to the higher authorities of the industry.

8. CHANNELS of BEHAVIOUR

CH

8.1 ONLINE

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

Creating fire awareness programs

Installation of smoke detection system

8.2 OFFLINE

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

Outline clear pathways to exit doors

Using flame retardant materials in interiors

Use tools and machines properly