**Project Title:** Industry-specific intelligent fire management system **Project Design Phase-I** - **Solution Fit Template Team ID:** PNT2022TMID27352

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

### Foams

### Water types

### Wet chemical and water additives

### Dry powder and other agents for metal fires

### 

**AS**

**8. AVAILABLE SOLUTIONS**

* Installation cost
* Area required for installation
* No Awareness

**CC**

**5. CUSTOMER CONSTRAINTS**

**CS**

**1. CUSTOMER SEGMENT(S)**

* Industries
* Hospitals
* Schools and Colleges
* Public places

**Explore AS, differentiate**

**Define CS, fit into CC**

* Customer will try to contact the respective sector persons for this system installation
* They seek help from other social media and from their friends

**BE**

**9. BEHAVIOUR**

**RC**

**6. PROBLEM ROOT CAUSE**

* Welding, Cutting, Soldering and other Hot Work.
* Failure of Machinery and other equipment’s.
* Smoking in Prohibited Areas.
* Chemical Reaction/Runway Reaction.

**J&P**

**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.

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

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

**Identify strong TR & EM**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Identify strong TR & EM** | **3. TRIGGERS TR**  Fire safety is a fundamental consideration in building design and management. | **7. YOUR SOLUION**   * Provide adequate means of escape. * Install smoke detection systems. * Conduct regular fire drills. | **10.CHANNELS of BEHAVIOUR**  ONLINE**:** Research on this topic  OFFLINE: Get educated on the topic |  |
| **4. EMOTIONS: BEFORE / AFTER**  **Identify strong TR & EM**  **Before:** Lack of Awareness.  Fear regarding Safety.  **After**:  Gained some knowledge.  Ready to face the future problem with safety measures. |