

Define CS, fit into CC	1. CUSTOMER SEGMENT(S) Disaster risk management. Main Purpose is to monitor the disaster. CS	6. CUSTOMER CONSTRAINTS Cost Power Consume Network Monitoring CC	5. AVAILABLE SOLUTIONS Create an emergency readiness plan for Network Problem Power backup should be used to prevent from power loss AS	Explore AS, differentiate
	2. JOBS-TO-BE-DONE / PROBLEMS Collection of data Monitoring the nature of disaster Processing the collected data Alerting the user J&P	9. PROBLEM ROOT CAUSE Natural disasters not only disturb the human ecological system but also destroy the properties and critical infrastructures of human societies and even lead to permanent change in the ecosystem. If the system failed the disaster can't be identified exactly. RC	7. BEHAVIOUR Power backup should be monitored. Check the device works perfectly without flaws. BE	
Focus on J&P, tap into BE, understand RC				Focus on J&P, tap into BE, understand RC

3. TRIGGERS

TR

Seeing peoples who were accidentally dead due to the Natural Disasters.

4. EMOTIONS: BEFORE / AFTER

EM

Before :
They think that it is new to market and difficult to use
Somebody may hesitate to invest.

After :
It is easy to Install and cheap maintenance
Very reliable to use

10. YOUR SOLUTION

SL

Network :
Create an emergency readiness plan

Power Loss :
Battery backup should be used for power loss

Monitoring/Collection Data :
Collecting the data to be monitored.

8.CHANNELS of BEHAVIOUR

CH

8.1 ONLINE
We can monitor in Live.

We can get a quick response.

8.2 OFFLINE
Can't get quick response

We can face a network issue during a natural disaster.

