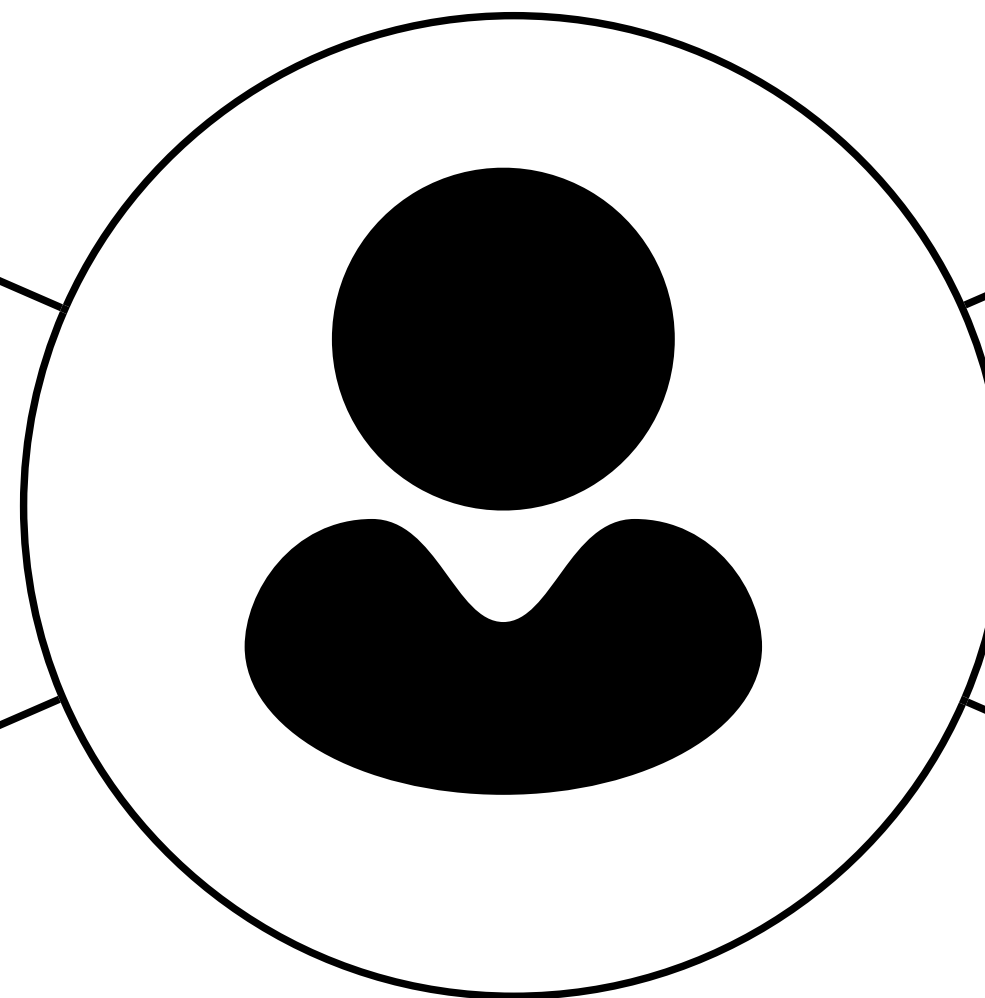


What do they THINK AND FEEL?

what really counts
major preoccupations
worries & aspirations



IOT describes
the physical
objects with
sensors,
software etc..

In IOT we have
chosen Industry-
specific intelligent
fire management
system

So by thinking and by
seeing this we can
understand that the
project is entirely about
the Industry-specific
intelligent fire
management system

They can feel
that everything is
done
automatically by
using IOT

What do they HEAR?

what friends say
what boss say
what influencers say

They will hear that as
technology is improving
day by day and everything
is done in automation so we
have to get updated and
improve the security by
preventing losses from the
fire

Some friends and
relatives may
help us in
implementing the
system

But sometimes even
though there is a
positive support there
will be also the negative
words from
surroundings that these
are not going to work.

May be it reduce the
panic mindset during a
fire accident and save
the losses from the fire
because the firemen
arriving at correct
time.

This system is about
making fire alarm with
voice assistant to
direct workers to
nearby exit and also to
sent a emergency
message to fire station

Compulsory internet
is needed in some
industry in villages
there will be no
proper internet .so
they may think
whether it works or
not

Arduino ,
electronic
sensors and
coding must
required

This is difficult to
implement in large
scale industry it
could take more
time and money

What do they SEE?

environment
friends
what the market offers

What do they SAY AND DO?

attitude in public
appearance
behavior towards others

They may say
that high
maintenance
is required.

They may say
that it will take
time to follow
and understand
the process.

May be after our
instruction and
guidance they may
follow and do the
required things.

They may ask if
there is any
power outage, it
might stop
alarm from
ringing

People may
say that the
process is
difficult to
understand

PAIN

fears
frustrations
obstacles

There will be
need of
internet
facility any
time

Language and
electronic
components will
be mandatory

As the people working
in the factory may not
no English language.
so, it is difficult for
them to understand
the fire alarm
instruction

May get
success or
not

GAIN

“wants” / needs
measures of success
obstacles

Internet
and power
supply

Electronic
components

English
language to
be known

Proper working
of equipment's
to get correct
output