

Date: 09 November 2022

Project Title: Gas Leakage Monitoring and Alerting System

Team ID: PNT2022TMID03078

<u>1. CUSTOMER SEGMENT(S)</u> <ul style="list-style-type: none">• Oil, Gas, Polymer Industries• Hospitals• Safety Control Personals• Mining	<u>6.CUSTOMER CONSTRAINTS</u> <ul style="list-style-type: none">• Network Connection• Installation Complexity• High installation costs force them to move far from current technologies.	<u>5. AVAILABLE SOLUTIONS</u> <ul style="list-style-type: none">• Converting to a plan with a premium network• Getting a connection to the network from a reputable service provider
<u>2. JOBS TO BE BE DONE / PROBLEMS</u> <ul style="list-style-type: none">• Suffering numerous losses as a result of gas leakage.• Not having a proper system in place to control or monitor the leak.• Having significant financial difficulties in purchasing and putting in place a system for controlling and monitoring	<u>9.PROBLEM ROOT CAUSE</u> <ul style="list-style-type: none">• The device's ability to function in harsh environments is greatly influenced by the quality of the materials it is constructed from.• The network issue is caused by the user's network plan and the location of the device installation.	<u>7.Behavior</u> <ul style="list-style-type: none">• A particular industry only experiences a hostile environment, As a result, the problem rarely arises. In such a situation, the customer makes multiple complaints to get attention.• Because the majority of industries are situated in rural areas, network issues are extremely prevalent. Here, you can get in touch with both service providers and developers.

<p><u>3.TRIGGERS</u></p> <ul style="list-style-type: none"> • Because of the severe damage or more serious health issues caused by the toxic gases, they are driven to find a solution as soon as possible. • The device's use is shown in the news. 	<p><u>10.YOUR SOLUTION:</u></p> <ul style="list-style-type: none"> • The device's network strength can be improved. • The device can be manufactured to various environmental standards. • Employees will be able to respond appropriately in an emergency with the assistance of a proper evacuation plan and emergency drills. 	<p><u>8. CHANNELS OF BEHAVIOUR</u></p> <p>8.1 ONLINE</p> <ul style="list-style-type: none"> • E-Mail to developers • Online Community <p>8.2 OFFLINE</p> <ul style="list-style-type: none"> • Objection Letters • The product can be returned easily.
<p><u>4.EMOTIONS:BEFORE/AFTER</u></p> <ul style="list-style-type: none"> • The user feels cheated and deceived prior to taking the action. • The user senses the developers' sincerity once the issue is resolved. 		