Problem-Solution fit canvas 2.0

Purpose / Vision

Define CS, fit into CC

1. CUSTOMER SEGMENT(S)   `CS`

Who is your customer? Forest officers

6. CUSTOMER CONSTAINTS   `CC`

What constraints prevent your customers from taking action or limit their choices of solutions? i.e. spending power, no cash, network connection, available devices

5. AVAILABLE SOLUTIONS   `AS`

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? What pros & cons dothese solutions have? i.e. response the satellite alerts immediately to take action

Explore AS, differentiate

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

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

Which jobs-to-be-done (or problems) do you address for your customers? Information delay, location error

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. human caused fires result from campfires left unattended, the burning of debris,equipment use and malfunctions

7. BEHAVIOUR   `BE`

What does your customer do to address the problem and get the job done? i.e. response the satellite alerts immediately to take action

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

Identify strong TR & EM

3. TRIGGERS   `TR`

What triggers customers to act? Correct location information , accurate results

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

10. YOUR SOLUTION   `SL`

We connet our application in to satellite then satellite camera capturing forest if camera detects any firing symptoms it allots the server to find the location.
It will give solution for forest firing damages
We response the satellite alerts immediately to take action on forest fire

8. CHANNELS of BEHAVIOUR   `CH`

8.1 ONLINE
What kind of actions do customers take online? i.e. search for fire attacks

8.2 OFFLINE
What kind of actions do customers take offline? Nil

Extract online & offline CH of BE

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