

Define CS, fit into CC	1. CUSTOMER SEGMENT(S) CS <p>The customers for our product are the staff and the working personnels who are working in the hazardous areas and in the industries. The people who are having direct contact with equipment that may result in an explosion eventually. People who are interested in buying the product for their personal reasons can also be our customers</p>	6. CUSTOMER CONSTRAINTS CC <p>The difficulty in the product is mainly due to the budget constraints and the continual requirement of the internet for proper functioning of the system respectively.</p>	5. AVAILABLE SOLUTIONS AS <p>The available solutions to this problem is the installation of sensors for surveilling the surrounding area.</p> <p>PROS: monitoring the surrounding environment as planned CONS: High maintenance cost and improper network coverage to some areas</p>	Explore AS, differentiate
	2. JOBS-TO-BE-DONE / PROBLEMS J&P <p>The job that needs to be done in order to produce our product is that we need to sense and obtain the values of the various surrounding parameters and then process it to check the danger level. We also need to alert the workers and admin in case of any emergency as soon as possible and store the data in cloud storage</p>	9. PROBLEM ROOT CAUSE RC <p>Unexpected changes in the composition of the materials in the hazardous area leading to fire explosions can be a root cause of our problem Manual monitoring can also cause issues due to negligence.</p>	7. BEHAVIOUR BE <p>The workers and admins will be provided with information about the surroundings all the time. They can check it using their smart device at any time. The concerned person will take necessary actions in case of emergency. They can take a look at the history of data using cloud storage with the help of a web application.</p>	

<p>3. TRIGGERS TR</p> <p>Fear of human loss and financial loss. The reason that workers cannot predict the cause of explosions in the industries beforehand.</p>	<p>10. YOUR SOLUTION SL</p> <p>The hazardous area is integrated with smart beacon devices. All workers will be given smart wearable devices which will be acting as beacon scanners. Whenever a person goes near the beacon scanners he can view the various parameters on his device and if the temperature is high, he and admin will receive the alerts and the data is sent to the cloud.</p>	<p>8. CHANNELS OF BEHAVIOUR CH</p> <p>ONLINE: Acquiring online support from the company people Getting clearance on their queries.</p> <p>OFFLINE: Customers will get the assistance in person and can see the resolving procedure in real time. They can also get to know more in offline mode.</p>
<p>4. EMOTIONS: BEFORE / AFTER EM</p> <p>BEFORE: Absence of the awareness on the → danger ahead—>approximate calculations and decisions—>Endangering their lives</p> <p>AFTER: Knowledge on the various surrounding parameters—>accurate precision with decisions—>prevention of the lives</p>		