

Define CS, fit into CC	<p>1. CUSTOMER SEGMENT(S) CS</p> <ul style="list-style-type: none"> Factory/Industry managers or owners Entrepreneur Universities/ School management Government 	<p>6. CUSTOMER CONSTRAINTS CC</p> <ul style="list-style-type: none"> Less-efficiency fire management systems Budget Less knowledge on the availability of fire management system. Inexperienced staffs for handling these systems 	<p>5. AVAILABLE SOLUTIONS AS</p> <ul style="list-style-type: none"> Immediate dialing of fire service and fire extinguisher are the available solution when the customer face the problem in the past Pros of the existing solution is they get to operate powerful equipment which can easily stop the fire, maintains safety. The cons are the firefighters safety they undergo high risk, time delay and cannot predict the outbreak of fire. 	Explore AS, differentiate
	<p>2. JOBS-TO-BE-DONE / PROBLEMS J&P</p> <p>Unavailability of access for fire officers and poor inconsistencies fire can't be controlled. Fires not only results only in huge loss of Lives and Property but also disrupt production in the Industry, so in this project early fire detection, automatic actions are taken immediately without risking anyone's life.</p>	<p>9. PROBLEM ROOT CAUSE RC</p> <p>Industries have a lot of flammable material, exposed wiring, overloaded outlets, overloaded circuits, static discharge etc. This can cause the outbreak of fire. Because of these problem, there will be huge loss of lives and property.</p>	<p>7. BEHAVIOUR BE</p> <p>Find the system that can do early detection of fire, automatically takes control actions when fire occurs, alerts the managers.</p>	

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

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<p>3. TRIGGERS TR</p> <p>The loss of lives, damages to the property, disrupts production in the industry</p>	<p>10. YOUR SOLUTION SL</p> <p>This system gives an early warning of a developing or unexpected emergency situation when smoke or fire is detected. This permits a safe and speedy evacuation of the premises and helps to protect all workers. Then it takes automatic control measures based on the temperature readings and if any gasses are present the exhaust fans are powered ON, if any flame is detected the sprinklers will be switched on automatically. Emergency alerts are notified to the authorities and Fire station.</p>	<p>8. CHANNELS of BEHAVIOUR CH</p> <p>8.1 ONLINE</p> <p>The managers or staff can continuously monitor the reading like temperature, gas, flame level and can record these data.</p> <p>8.2 OFFLINE</p> <p>In offline, in case of fire, evacuation of workers, providing the best escape route can be taken.</p>
<p>4. EMOTIONS: BEFORE / AFTER EM</p> <ul style="list-style-type: none"> • Injury or Death : A fire in an industry that results in injury or death will have huge consequences on the business owner or manager responsible for the safety of their employees and, or customers, the family of anyone who is injured or dies and the businesses ability to trade and their reputation. • Fire Insurance Claims : If a fire breaks out in a industry and the Fire Safety Legislation and recommendations have not been followed then this can and are likely to invalidate a businesses insurance. • Cost : If an insurance claim is invalidated then the cost of the repairs to the property and claims can be huge. • Operation : A fire can have serious consequences on an industry's ability to continue to operate at all or operate efficiently. Running any production is difficult and fire can result in you losing customers as they will go elsewhere and may never come back, as well as creating a reputation for not being able to deliver against legally binding contracts. 		

