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|------------------------|--|--|--|-------------------------|
| Define CS, fit in to C | <div>1. CUSTOMER SEGMENT(S)<div>Who is your customer?</div>Industries or Organizations who having risks of high temperature.</div> <div>CS</div>           | <div>6. CUSTOMER CONSTRAINTS<div></div>Device cost is high.</div> <div>C</div>   | <div>5. AVAILABLE SOLUTIONS<div>AS</div></div> <div>In the project, beacon devices are used. Provide the beacon devices to all the workers and the devices are connected automatically. then to analyze the temperature. if the temperature is high, to alert the head by SMS.</div> | Explore AS, diff fer on |
|                        | <div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&amp;P</div></div> <div>To reduce the power emission. because decreases the temperature level in industrial.</div> | <div>9. PROBLEM ROOT CAUSES<div>RC</div></div> <div>To uncontinous monitoring the temperature level it causes and affect the prospective workers .</div> | <div>7. BEHAVIOUR<div>BE</div></div> <div>Find the best strategy to continuously monitoring the temperature level and alert the admins through the SMS.</div>  |                         |

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|-------------------------|--|--|---|----------------------|
| Identify strong TR & EM | <div>3. TRIGGERS<div>TR</div></div> <div>What triggers customers to act?<br/>Considering safety measures for workers and in think of future impacts due to that.</div> | <div>10. YOUR SOLUTION<div>SL</div></div> <div>If you are working on an industries having chance of increase the temperature level, prior measurement strategies for detecting temperature is important. And for decreases the power emission in measurement, and provide the beacon devices as a scanner.</div> | <div>8. CHANNELS of BEHAVIOUR<div>CH</div></div> <div>ONLINE<br/>Expecting equal solution as other customers get through offline. We can use the wireless and wired techniques.</div> | Identify strong & EM |
|                         | <div>4. EMOTIONS: BEFORE / AFTER<div>EM</div></div> <div>Before: afraid of health problem<br/>After : precautions made for temperature issue</div>                     |  | <div>OFFLINE<br/>Use the solutions given by industries.</div>   |                      |

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