| **3. TRIGGERS** TR | **10. YOUR SOLUTION** SL | **8. CHANNELS of BEHAVIOUR** CH |
|---|---|---|
| What triggers customers to act? | 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 | ONLINE |
| Considering safety measures for workers and in think of future impacts due to that. | | Expecting equal solution as other customers get through offline.We can use the wireless and wired techniques. |

| | |
|---|---|
| **4. EMOTIONS: BEFORE / AFTER**  `EM`<br><br> Before: afraid of health  problem<br>After    : precautions made for temperature issue | power emission in measurement, and provide the beacon devices as a scanner.<br><br>**OFFLINE**<br> Use the solutions given by industries. |