

Define CS, fit into CC	<div><div>1. CUSTOMER SEGMENT(S)</div><div>CS</div><div>Government is our primary customer.</div></div>	<div><div>6. CUSTOMER CONSTRAINTS</div><div>CC</div><div>Only one gas can be measured with each instrument.spending power, budget, no cash, network connection, available devices.</div></div>	<div><div>5. AVAILABLE SOLUTION</div><div>AS</div><div>Apply soapy water to the entire hose assembly, including the tank's valve and regulator, using a spray bottle or sponge. Pressurise the system without turning on any appliances. If you see bubbles or smell rotten eggs, you have a leak.</div></div>	Explore AS, difference

Identify strong TR & EM	Focus on J&P, tap into BE, understand RC	<div><div>2. JOBS-TO-BE-DONE / PROBLEMS</div><div>J&amp;P</div><div>Gas detectors can be used to detect combustible, flammable and toxic gases, and oxygen depletion. This type of device is used widely in industry and can be found in locations, such as on oil rigs, to monitor manufacturing processes and emerging technologies such as photovoltaic.</div></div>	<div><div>9. PROBLEM ROOT CAUSE</div><div>RC</div><div>Overloading of gas causes the gas leakage. This leads to affect the customers or workers. The leakage of the gas will be detected and help to resolve this problem.</div></div>	<div><div>7. BEHAVIOUR</div><div>BE</div><div>Our Customer uses All-Purpose Leak Detector is designed to form large bubbles to indicate even the smallest leaks in many types of piping applications</div></div>	Focus on J&P, tap into BE, understand RC	Identify strong TR & EM

<p><b>3. TRIGGERS</b> <span>TR</span></p> <p>Some of the accidents at industry or home due to gas leakage and is very dangerous to the lives around the surroundings. This triggers the customers to insert this system.</p>	<p><b>10. YOUR SOLUTION</b> <span>SL</span></p> <p>If you install the gas leakage detector, it will ensure the human life. We can work without any fear.</p>	<p><b>8. CHANNELS of BEHAVIOUR</b> <span>CH</span></p> <p><b>8.1 ONLINE</b></p> <p>We can transmit the information of leakage of gas from the home or industry to the mobile phone of the customer through the message by GSM Module.</p> <p><b>8.2 OFFLINE</b></p> <p>After receiving the message, Customer should take immediate action by block the leakage.</p>
<p><b>4. EMOTIONS: BEFORE / AFTER</b> <span>EM</span></p> <p>Customer feels insecure and fears before the installation of this device. But, after installation they feel secure and safe</p>		