# 1. CUSTOMER SEGMENT(S)

CS

Persons owing the

- Large Buildings
- Malls
- Industries
- Factories
- Hospitals etc...

## **6. CUSTOMER CONSTRAINTS**

CC

- Well monitoring system
- Reasonable cost
- Accurate result of accident

### 5. AVAILABLE SOLUTIONS

Fire detection and alarm system

Smoke removal and ventilation system

# 2. JOBS-TO-BE-DONE / PROBLEMS



- Reducing the incident of fire accidents
- Reducing the cause priorly through indication of message to the customer

## 9. PROBLEM ROOT CAUSE



- Human error
- Other flammables or compostable materials
- Need- To reduce the risk of injuries and building damage the fire can cause.

#### 7. BEHAVIOUR



- 堪 Regular maintains
- Repairing of equipment's is fault occurs
- Perfect keep up of records.

## 3. TRIGGERS

- **4** Giving Precautions and warning.
- ♣ Improving the fire management system
- Educating the fire management system

# 4. EMOTIONS: BEFORE / AFTER

## Before:

- ♣ Difficult to prevent the fire incidents in advance
- Loss of resources
- Larger reduction labour due to fire hazards

## After:

Early preventions

- Industries resource
- Reduction of manpower
- Fire causes

### 10. YOUR SOLUTION

TR

EM

♣ To improve the safety management system in industries. Improving the safety management system against the fire incidents in industries.

### 8. CHANNELS of BEHAVIOUR

# Online:

SL

♣ To provide an indication about fire cause through the message (SMS)and sharing the location through the customer