

Define CS, fit into CC	1. CUSTOMER SEGMENT(S) CS <div>For Industry</div> <div>For company purpose</div>	6. CUSTOMER CONSTRAINTS CC <div>Network connection</div> <div>Available device</div>	5. AVAILABLE SOLUTIONS AS <div>GSM used to send message</div> <div>If we need hardware</div>	Explore AS, differentiate
	2. JOBS-TO-BE-DONE / PROBLEMS J&P <div>Gas leakage monitoring and alerting system</div> <div>automatically air exhauste and sendout an alert messaage turn off the gas supply</div>	9. PROBLEM ROOT CAUSE RC <div>Gas leaking inside the industry</div> <div>To avoid accident due to gas leakage</div>	7. BEHAVIOUR BE <div>Monitoring whether alert message received or not?</div> <div>Monitoring different level of gas concentration</div>	
Identify strong TR & EM	3. TRIGGERS TR <div>Efficient solution</div> <div>Popularity</div>	10. YOUR SOLUTION SL <div>Monitoring gas level</div> <div>exhauste fan on and turn off the gas supptly</div>	8. CHANNELS of BEHAVIOUR CH <div>Alert message send through online</div> <div>In offline alert message not send</div>	Extract online & offline CH of BE
	4. EMOTIONS: BEFORE / AFTER EM <div>May be leakage of harmful gases</div> <div>Can avoid harmful gas leakage</div>			