

# Project Design Phase-I - Solution Fit

Project Title: Gas Leakage monitoring & Alerting system for Industries

Define CS, RI into CC	<b>1. CUSTOMER SEGMENTS</b> <b>CS</b> Which customer segments do you address? Most of Industry workers who are engaged with gas related productions.	<b>6. CUSTOMER</b> <b>CC</b> What constraints prevent your customers from taking action or limit their choices of solutions? (i.e. spending money, budget, no cash, intervals, convenience, available devices) It measures toxic gases in very low concentrations. It has ability to detect wide range of gases. It is difficult to know failure	<b>5. AVAILABLE SOLUTIONS</b> <b>AS</b> Which solutions are available to the customers when they face the problem or want to get the job done? What have they tried in the past? What pros & cons do these solutions have? (i.e. pros and cons to an alternative to digital monitoring) Testbenches, Quick connectors (They enable a fast and tight "Connection" also on non-round and cast surfaces), Leak tester are some of the available solutions.	Explore CS, differentiate
	<b>2. JOBS-TO-BE-DONE / PROBLEMS</b> <b>Job</b> Which jobs-to-be-done (or problems) do you address for your customers? (There could be more than one, multiple different jobs) Flammable gas leakage may lead to secondary accidents such as fire and explosion, while toxic gas dispersion mainly leads to poisoning casualties lead to death.	<b>9. PROBLEM ROOT CAUSE</b> <b>RC</b> What is the real reason this problem exists? What is the back story behind the need to do this job? Behind this gas leakage problem there could be many reasons like atomic reactions between gas molecules, material's quality... etc. Even though customers have to do this job then only we can get our end products or needful chemical solutions.	<b>7. BEHAVIOUR</b> <b>BE</b> What does your customer do to address the problem and get the job done? (i.e. directly related. And the right value gained, monitor, calculate range and benefits, indirectly associated) customers spend time on volunteering work (i.e. Entrepreneur) Have a check of where it has the sense of Harmful gases such as H2S, Methane, and CO. Will also check for temperature sensor that helps to detect the concentration of the gases present in the atmosphere to avoid hazardous consequences like fire breakouts.	
<b>3. TRIGGERS</b> <b>TR</b> What triggers customers to act? (i.e. seeing their neighbour installing solar panels, reading about a cheap off-grid solution in the news) Constitution should bring gas leakage indicating system as a mandatory precaution in every factory and industries like fire extinguisher.	<b>10. YOUR SOLUTION</b> <b>SL</b> If you are working on an existing business, write down your current solution from 100% to the current, and check how much is the reality. If you are working on a new business proposition, then keep it blank until you fill either current and come up with a solution that fits within customer limitations, address a problem, and matches customer behaviour. We are planning to fit a sensor nearby the gas plants which will detect if there is any leak of gas. If there is a gas leak then we will send a message to admin department and also alarm will be set on so that the workers can know about the leak and run into a safe place	<b>8. CHANNELS of BEHAVIOUR</b> <b>CH</b> <b>ONLINE</b> What kind of online do customers take action? (Direct online channels from #Tand use those for customer development) In online, user can monitor the each sensor and its rates, sensor like temperature, gas, humidity, oxygen level. Also have the statistical report. Precautions can be alerted and users take care of the	Focus on J&P, map into BE, understand RC	
<b>4. EMOTIONS: BEFORE / AFTER</b> <b>EM</b> How do customers feel when they face a problem at a job and afterwards? (i.e. loss, insecurity, confidence, no control, loss of in your communication strategy & design) While facing the problem people may get fatigue, dizziness, severe headache, loss of concentration, loss of consciousness. Afterwards people feel insecurity because of the health issues it's hard for them to lead a normal life.	<b>8. CHANNELS of BEHAVIOUR</b> <b>CH</b> <b>OFFLINE</b> What kind of offline do customers take action? (Direct offline channels from #Tand use those for customer development) The have to manually check the leakage of gases when the statistics changes. Handling the critical situation should be taken care of the safety officers.	Focus on online & offline CH of BE		

Identify strong TR & EM