**Project Design Phase-I** - **Solution Fit Template**

**Focus on J&P, tap into BE, understand RC**

**Project Title:** IoT Based Safety Gadget for Child Safety Monitoring & Notification **Team ID:** PNT2022TMID07818

or need to get the job done? What have they tried in the past? What pros & cons do these solutions have? i.e. pen and paper is an alternative to digital notetaking

The solution is to monitor the child everytime.

**AS**

**5. AVAILABLE SOLUTIONS**

Which solutions are available to the customers when they face the problem

What constraints prevent your customers from taking action or limit their choices

of solutions? i.e. spending power, budget, no cash, network connection, available devices.

* The customer cannot track while the child is inside the geofence.
* The customer can’t track their child without network connectivity.

**CC**

**6. CUSTOMER CONSTRAINTS**

**CS**

**1. CUSTOMER SEGMENT(S)**

Who is your customer?

i.e. working parents of 0-5 y.o. kids

Children( 0 -18 y/o) and women

**Explore AS, differentiate**

**Define CS, fit into CC**

i.e. directly related: ﬁnd the right solar panel installer, calculate usage and beneﬁts; indirectly associated: customers spend free time on volunteering work (i.e. Greenpeace)

**BE**

**7. BEHAVIOUR**

What does your customer do to address the problem and get the job done?

* Ornament which contains GPS to find the children's location.
* Attach GPS device on children shoes to locate and monitor them.

**RC**

**9. PROBLEM ROOT CAUSE**

What is the real reason that this problem exists? What is the back story behind the need to do this job?

i.e. customers have to do it because of the change in regulations.

* In this hectic world, parents cannot monitor the child all the time.
* The sensor are used regularly to monitor the child. So the quality of the sensor must be checked frequently.

**J&P**

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

Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.

* Tracking the location of the child.
* Assuring the child’s safety.

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**Identify strong TR & EM**

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| --- | --- | --- | --- | --- |
| **Identify strong TR & EM** | **3. TRIGGERS TR**  What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efﬁcient solution in the news.  Give awareness to the children about safety. | **10. YOUR SOLUTION SL**  If you are working on an existing business, write down your current solution ﬁrst, ﬁll in the canvas, and check how much it ﬁts reality.  If you are working on a new business proposition, then keep it blank until you ﬁll in the canvas and come up with a solution that ﬁts within customer limitations, solves a problem and matches customer behaviour.   * Giving a toy, ornaments or shoes to the child which contains GPS, mic, temperature sensor and pulse sensor to know the state of the child. * Create a geofence around the school , park and etc., to monitor the child. | 1. **CHANNELS of BEHAVIOUR CH**     1. **ONLINE**   What kind of actions do customers take online? Extract online channels from #7   * Customer can track and upload the live location in cloud database. * Also we can extract the data from the cloud.   1. **OFFLINE**   What kind of actions do customers take ofﬂine? Extract ofﬂine channels from #7 and use them for customer development.  While offline by using GSM(Global System for Mobile communication)module, customer can track the child’s location. |  |
| **4. EMOTIONS: BEFORE / AFTER EM**  How do customers feel when they face a problem or a job and afterwards?  i.e. lost, insecure > conﬁdent, in control - use it in your communication strategy & design.   * People felt insecure and panic about their children’s safety. * They feel more confident about their children’s safety. |