Define CS, fit into CC

1. CUSTOMER SEGMENT(S) `CS`

Who is your customer?

The main customers for our project are:

- Economic values of a customer

6. CUSTOMER CONSTRAINTS `CC`

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

- The priority, Frequency and Minimum space Between visit
- For a implementation of effective fire management system there will be high labor cost, equipment investment
- The equipment investment should manages periodically As humans are involved there are high chances of failure of management

5. AVAILABLE SOLUTIONS `AS`

Which solutions are available to the customers when they face the problem or need to get the job done? What have they tried in the past? What pros & cons do these solutions have?

- Fire alarm systems
- Fire suppressor systems
- Simple fire management systems with manual labours and sprinklers

Explore AS , differentiate

Focus on J&P, tap into

2. JOBS-TO-BE-DONE / PROBLEMS `J&P`

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

- Create a Burns in forest areas
- Destruction to homes
- Harmful fire Detection
- Destruction of industry

9. PROBLEM ROOT CAUSE `RC`

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.

- The major root cause are due to high heat temperature, misuse of fuels , etc…
- The real system is they don't want to invest in a new system. They have already laid out a infrastructure when the company started. The only have to spend to maintain it.

7. BEHAVIOUR `BE`

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

- They can't invest in smart systems which is very cost effective
- Gives high security measures
- Maintenance is low
- Road network components
- Intimate the management

Focus on J&P, tap into c

Identify strong TR & EM

3. TRIGGERS `TR`

What triggers customers to act? i.e., seeing their neighbors installing solar panels, reading about a more efficient solution in the news.

- Efficient
- Candles
- Lightning

4. EMOTIONS: BEFORE / AFTER `EM`

How do customers feel when they face a problem or a job and afterwards?

Before	After
Detection of fires	To secure the objects or things

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.

Our solution to is to provide a reliable smart fire management system that consists of exhaust fans, sprinklers. We also ensure the proper working of sprinklers with flow sensors and check the water level for easy maintenance. It also sends the periodical information to the safety sector in the company, in case of negative situation it sends the alert to the fire and safety department immediately.

8. CHANNELS OF BEHAVIOUR `CH`

8.1 ONLINE
What kind of actions do customers take online? Extract online channels from #7

- Pass the information to the management
- Contact the emergency for fire department

8.2 OFFLINE
What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.

- They have to guide the people to the safe zone help Of securities
- Handling the crowd
- Be ready for anything

Extract online & offline CH of BE