

Define CS, fit into CC	<b>1. CUSTOMER SEGMENT(S)</b> <span>CS</span>  Our customers are the people who are all using gas and gas related equipment in their household or working or in any other places.	<b>6. CUSTOMER CONSTRAINTS</b> <span>CC</span>  1. spending power, 2. Budget, 3. Network connection 4. available devices 5. Gadgets to monitor leakage	<b>5. AVAILABLE SOLUTIONS</b> <span>AS</span>  Improve monitoring Be aware. Awareness is the first step to safety Ensure adequate ventilation is available in the places where gas equipment are used. Install safety equipment, Such as carbon monoxide detectors and fire extinguishers installed in the places.	Explore AS, differentiate
	<b>2. JOBS-TO-BE-DONE / PROBLEMS</b> <span>J&amp;P</span>  Perform Regular Inspections – Gas leaks from equipment can become dangerous. Conducting routine leak detection inspections to a facility can help prevent unexpected incidents. By installing gas leakage detection system to prevent this unexpected incidents.	<b>9. PROBLEM ROOT CAUSE</b> <span>RC</span>  The main root cause of the problem is if the gas leakage is in greater amount it may cause serious problems to lives and properties around the place of the incident.	<b>7. BEHAVIOUR</b> <span>BE</span>  Directly related: find the right Gas leakage System installer, calculate usage and benefits; Indirectly associated: customers spend free time on volunteering work to check the gas system periodically.	
Identify strong TR & EM	<b>3. TRIGGERS</b> <span>TR</span>  Customers were triggered by their neighbors, friends and relatives. According to their feedback and use they suggest this to others.	<b>10. YOUR SOLUTION</b> <span>SL</span>  The gas leakage detectors can be used for the detection of combustible, flammable and poisonous gases, and also to detected a gas leak or other pollutants. It makes the area where the leak occurs an warning sound and instructs operators to leave the area. The system proposed is planned, built and sent an SMS warning system for detection of gas leakages. Infrared imaging sensors have recently been used for a number of applications in industrial plants and refineries.	<b>8. CHANNELS of BEHAVIOUR</b> <span>CH</span>  <b>8.1 ONLINE</b> What kind of actions do customers take online? Searching good leakage system installers and methods to install it. Getting feedback from others and get benefits about the system.	Extract online & offline CH of BE
	<b>4. EMOTIONS: BEFORE / AFTER</b> <span>EM</span>  People feel comfortable and safety after installing this system. After this installation there is no such incidents will happen. So people consider this as worth of cost and safety.		<b>8.2 OFFLINE</b> What kind of actions do customers take offline? Install the system and check the system is working based on the requirements.	