**Project Title: Industry- Specific Intelligent Fire Management System Project Design Phase-I** - **Solution Fit Template** **Team ID:** PNT2022TMID35428







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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.  **Observing the neighbours install fire alarms via news articles.**  **Using government regulations.** | **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.  **Maintain the batteries.**  **Turn sensors away from fans, air vents, and windows to prevent them from detecting breezes or draughts that could set off a fire alarm.** | 1. **CHANNELS of BEHAVIOUR CH**     1. **ONLINE**   What kind of actions do customers take online? Extract online channels from #7  **Software that sends emergency alerts should be properly maintained.**   * 1. **OFFLINE**   What kind of actions do customers take ofﬂine? Extract ofﬂine channels from #7 and use them for customer development.  **Maintenance needs to be done correctly.** |  |
| **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.  **Due to the expensive machines that will be used in industry, which irritate customers, it results in numerous financial losses.** |