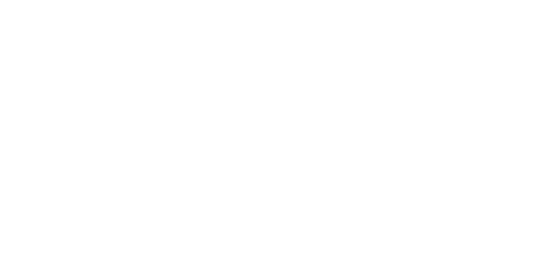
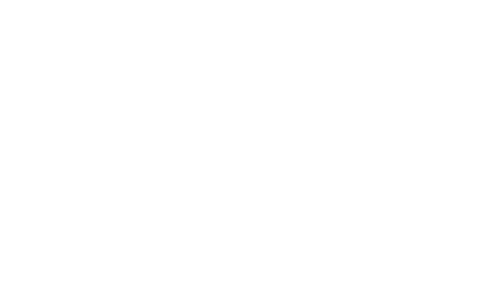
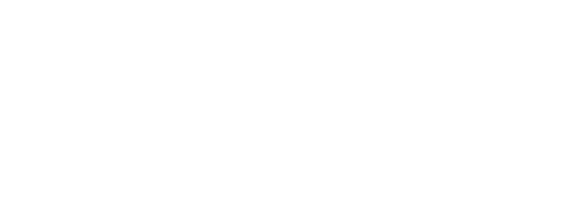
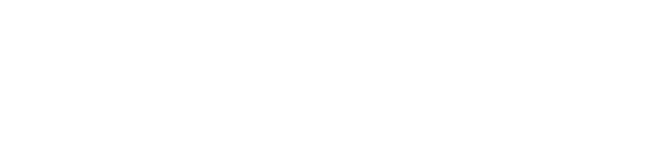
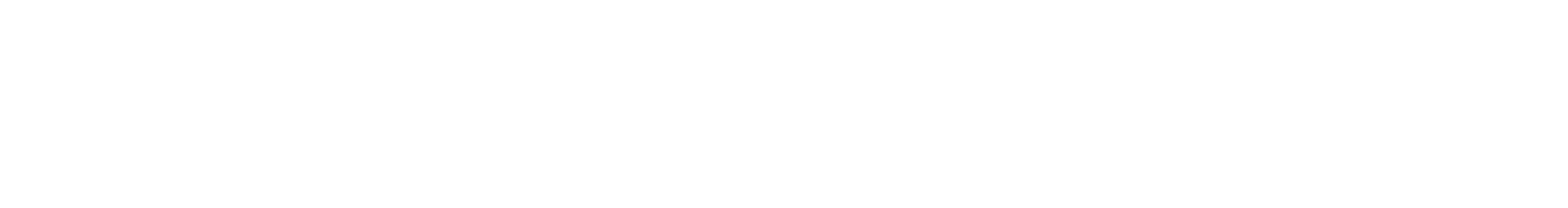
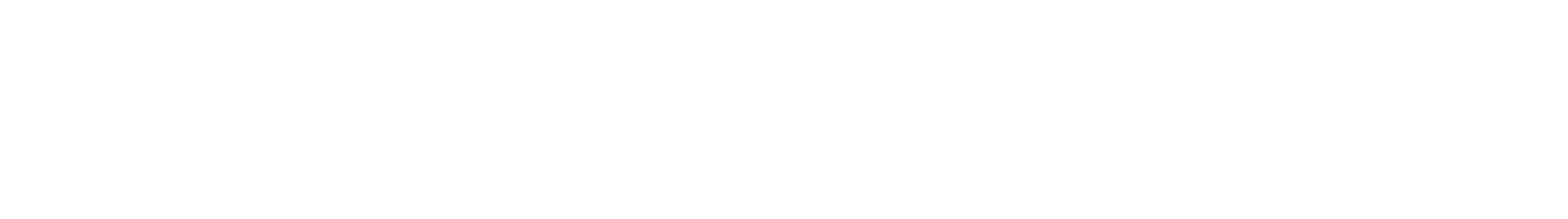
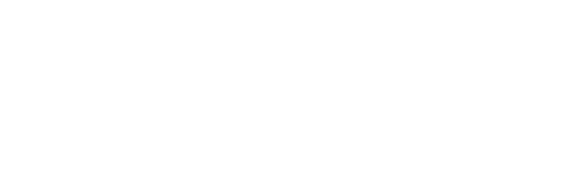
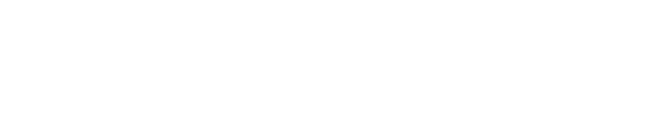
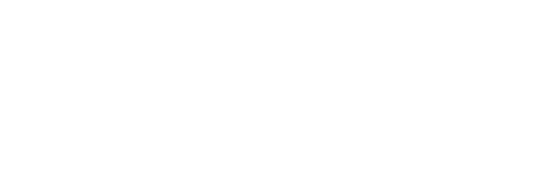
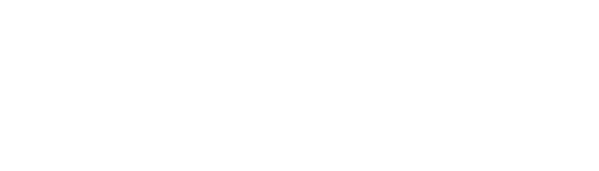
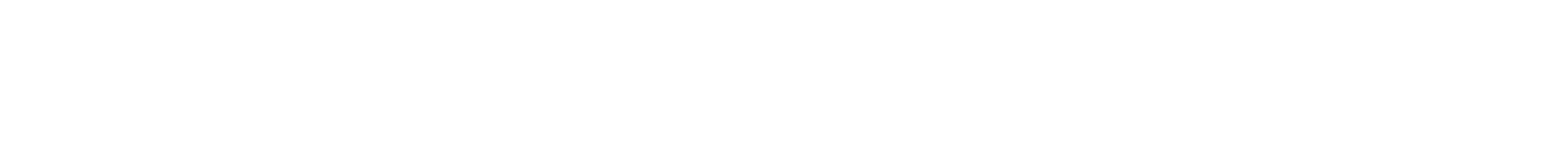
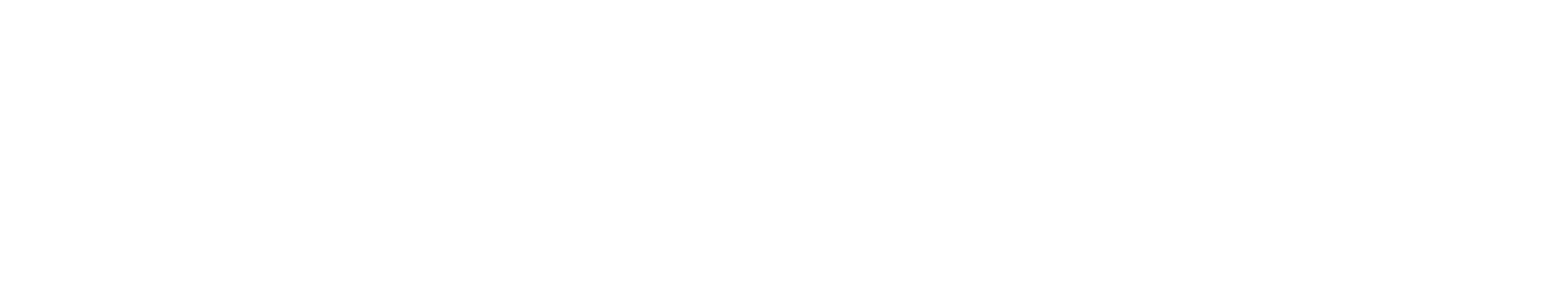
**Focus on J&P, tap into BE,**

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

Project Title: Industry specific intelligent fire management system Project Design Phase-I - Solution Fit Template Team ID: PNT2022TMID17394



**1. CUSTOMER SEGMENT(S)**

Who is your customer?

**CS**

**6. CUSTOMER CONSTRAINTS**

Limited supervision

Lack of money for frequent servicing the equipment

No proper place for installation

**CC**

**5. AVAILABLE SOLUTIONS**

Proper installation Good maintenance

Battery should be changed

**AS**

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

offices,Factories public buildings,Schools,Hospital

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

**J&P**

False alarm

Cannot detect the fire due to aging equipment

**9. PROBLEM ROOT CAUSE**

Steam from showers Incorrect or poorly designed system

Fumes from burnt food Dust from building work Lack of maintenance Incorrect installation

**RC**

**7. BEHAVIOUR**

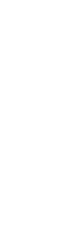
Customer should do proper testing after specified amount of time.

**BE**

**Explore AS, diff understand RC**

**Define CS, fit i**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | **3. TRIGGERS TR**  **By seeing the neighbours installing fire alarm system**  **Through news paper Through government**  **guidelines** | **10. YOUR SOLUTION SL**  Keep the batteries fresh  Turn sensors away from air/vents ,fans and windows so they don’t pick up any breeze or drafts that could prompt a fire alarm | 1. **CHANNELS of BEHAVIOUR CH**    1. **ONLINE**   Software in which emergency alarm message comes should be maintained properly   * 1. **OFFLINE**   Proper maintenance should be done. | **P**  **,**  **t a p i** |
| **4. EMOTIONS: BEFORE / AFTER EM**  It leads to many losses in terms of financial because in industry there will be high cost machines which makes customer frustated |



**I**

**d e n ti f**