

Define CS, fit into CC

1. CUSTOMER SEGMENT(S)

CS

Who is your customer?  
i.e. working parents of 0-5 y.o. kids

6. CUSTOMER CONSTRAINTS

CC

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.

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? i.e. pen and paper is an alternative to digital notetaking

Explore AS, differentiate

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

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.

Satellite remote sensing offers a useful tool for forestfire detection, monitoring, management and damage assessment. During a fire event, active fires can be detected bydetecting the heat, light and smoke plumes emitted from the fires.

This applicationuses real-time satellite data to detect and monitor forest fires (sending alerts to mobile devices), and

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?  
i.e. climate change, deforestation, irregular rainfall

Forest fires cause lots of damage, some of them are – loss of wildlife habitat, extinction of plants and animals, destroys the nutrient rich top soil, reduction in forest cover, loss of valuable timber resources, ozone layer depletion, loss of livelihood for tribal people and poor people, increase in global warming.

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 related: find the right solar panel installer, calculate usage and benefits; Green

When the people don't have knowledge about forest fire

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

Identify strong TR & EM

Human-caused fires result from campfires left unattended, the burning of debris, equipment misuse and malfunctions, negligently discarded cigarettes, and intentional acts of arson.

EM

Before : unsafe and worries about lives and belongings

After : safety and relief

If you are working on a new business proposition, then keep it viable with your business canvas and come up with a solution that fits within customer limitations, solves a problem and matches customer behaviour.

TR

For this problem we use image processing and video analysis so by using satellite image processing we can able to find the fire at the early stage and stop spreading fire in the forest . This model is mainly build by using CNN and machine learningand deep learning

8.2 OFFLINE

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

ONLINE: fire alert sensor

OFFLINE: Fire awareness program

Identify strong TR & EM