

# Problem - Solution FIT

Define CS, fit into

## 1. CUSTOMER SEGMENT(S)

Who is your customer?

CS

Employees in the industry who work on gas-related projects constitute the majority.

## 6. CUSTOMER

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.

CC

- In extremely low quantities, it measures hazardous gases.
- It has the capacity to detect a variety of gases.
- Knowing failure is challenging.

## 5. AVAILABLE SOLUTIONS

Which solutions are available to the customers when they face the problem

[Grab your reader's attention with a great

AS

Some of the options include test benches, quick connectors (which enable a fast and tight "Connection" also on non-round and cast surfaces), and leak testers.

Explore AS,

Focus on J&P, tap into BE, understand

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

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

J&P

Flammable gas leaks can result in secondary incidents like fires and explosions, whereas poisonous gas leaks primarily cause poisoning injuries and fatalities.

## 9. PROBLEM ROOT CAUSE

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.

RC

There might be several causes for this gas leakage issue, including atomic interactions between gas molecules, the quality of the materials, etc. Customers must perform this task even though only then can we obtain our final items or the necessary chemical solutions.

## 7. BEHAVIOUR

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)

BE

- Look for areas where it detects harmful chemicals including H2S, methane, and CO.
- Will also look for temperature sensors that can monitor the number of gases in the air to prevent dangerous outcomes like fires from starting.

Focus on J&P, tap into BE, understand

Identify strong TR & EM

## 3. TRIGGERS

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

TR

A gas leakage signaling device should be required in all factories and enterprises, much as a fire extinguisher.

## 4. EMOTIONS: BEFORE / AFTER

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.

EM

When dealing with the problem, people may feel drained, woozy, have a severe headache, be unable to concentrate, or even pass out. People experience insecurity when they are unable to live a normal life due to health issues.

## 10. YOUR SOLUTION

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 behavior.

SL

We intend to install a sensor close to the gas facilities that will identify any gas leaks. If there is a gas leak, we will notify the administrative department and turn on the alarm so that the personnel are aware of the leak and may flee to a safe location.

## 8. CHANNELS of BEHAVIOUR

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

The user may track each sensor's rates online, including those for temperature, gas, humidity, and oxygen level. Moreover, get the statistics report.

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

When the statistics change, it is necessary to manually check for gas leaks. The duty of the safety officers should be to handle the critical scenario.

CH

Extract online & offline CH of BE