

# Project Design Phase-I - Solution Fit Template

**Project Title:** IoT Based Safety Gadget for Child Safety Monitoring & Notification  
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Define CS, fit into C	<b>1. CUSTOMER SEGMENT(S)</b> Who is your customer? i.e. working parents of 0-5 y.o. kids  <div>Children( 0 -18 y/o) and women</div> <div>CS</div>	<b>6. CUSTOMER CONSTRAINTS</b> 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.  <ul style="list-style-type: none"> <li>➤ The customer cannot track while the child is inside the geofence.</li> <li>➤ The customer can't track their child without network connectivity.</li> </ul>	<b>5. AVAILABLE SOLUTIONS</b> 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  <div>The solution is to monitor the child everytime.</div> <div>AS</div>	Explore AS, differe
	<b>2. JOBS-TO-BE-DONE / PROBLEMS</b> Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.  <ul style="list-style-type: none"> <li>➤ Tracking the location of the child.</li> <li>➤ Assuring the child's safety.</li> </ul>	<b>9. PROBLEM ROOT CAUSE</b> 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.  <ul style="list-style-type: none"> <li>➤ In this hectic world, parents cannot monitor the child all the time.</li> <li>➤ The sensor are used regularly to monitor the child. So the quality of the sensor must be checked frequently.</li> </ul>	<b>7. BEHAVIOUR</b> 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  <ul style="list-style-type: none"> <li>➤ Ornament which contains GPS to find the children's location.</li> <li>➤ Attach GPS device on children shoes to locate and monitor them.</li> </ul>	

<b>3. TRIGGERS</b> What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.  <div>Give awareness to the children about safety.</div> <div>TR</div>	<b>10. YOUR SOLUTION</b> 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.  <div>SL</div>	<b>8. CHANNELS of BEHAVIOUR</b> <b>8.1 ONLINE</b> What kind of actions do customers take online? Extract online channels from #7  <ul style="list-style-type: none"> <li>➤ Customer can track and upload the live location in cloud database.</li> <li>➤ Also we can extract the data from the cloud.</li> </ul> <div>CH</div>
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<div><div>4. EMOTIONS: BEFORE / AFTER</div><div><div>EM</div></div><div>How do customers feel when they face a problem or a job and afterwards? i.e. lost, insecure &gt; confident, in control - use it in your communication strategy &amp; design.</div><div><div><div>➤</div><div>People felt insecure and panic about their children’s safety.</div></div><div><div>➤</div><div>They feel more confident about their children’s safety.</div></div></div></div>	<div><div><div>➤</div><div>Giving a toy, ornaments or shoes to the child which contains GPS, mic, temperature sensor and pulse sensor to know the state of the child.</div></div><div><div>➤</div><div>Create a geofence around the school , park and etc., to monitor the child.</div></div></div>	<div><div>8.2 OFFLINE</div><div>What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.</div><div><div>While offline by using GSM(Global System for Mobile communication)module, customer can track the child’s location.</div></div></div>
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