

Define CS, fit into CC	<div>I. CUSTOMER SEGMENTS</div> <div>WkoisQo"ic"slomd? i.c. woli"ig paic"its or 0-5 Q.o. kids</div> <div>Industrial and home</div> <div>CS</div>	<div>G. CUSTOMER CONSTRAINTS</div> <div>Wka/co"sislai"itspic:c"ifQo"ic"slomdsiomfaki"igaclo"oi limitfkickoacs or so"lo"sis?c.spc"i-d"igpowcb"dgcd"io cask "iclwolk co"i"icclo"i,a:ailablciccs.</div> <div>Budget, inaccuracy, network problem</div> <div>CC</div>	<div>5. AVAILABLE SOLUTIONS</div> <div>Wkdkso"lo"isaica:ailablcfofkc"slomdcswkc"ifkcQ.racctfkcpiblcmm</div> <div>oi"ccdtogctfkjobdo"ic?Wkaika:cfkcQflicdi"ifkc past?Wkaipios&co"isdofkscs so"lo"iska:c?i.c.pc"i a"dpapcisa"allci"afic:ctodigital"iolo:cfaki"ig</div> <div>Ensure that the safety measures are done in the instrument. Emergency alarm was used when gas leak</div> <div>AS</div>	Explore AS, differentiate
	<div>2. JOBS-TO-BE-DONE / PROBLEMS</div> <div>Wkckjobs-to-bc-do"ic(oipiblcms)doQo"addicssroiQo"i c"slomdcis?fkccico"dbc moicfka"o"iccxploic</div> <div>dimic"itsides.</div> <div>Detection of gas leak and sending the alert</div> <div>J&P</div>	<div>9. PROBLEM ROOT CAUSE</div> <div>Wka:is fkc ical icaso"i fkat ftkis pioblcmm exists? Wka:is fkc back stoIQ bck"i-d fkc"iccdfo do ftkis job? i.c. c"slomdcis ka:cfo do if bcca"scortfkccka"igci"icg"iafo"is.</div> <div>Over a period of time, gas pipes can warp, bend, or break.Lack of proper appliance</div> <div>RC</div>	<div>7. BEHAVIOUR</div> <div>Wka:docsQo"ic"slomdidofoaddicssstkcpiblcma"i-dgctfkjobdo"ic? i.c. diicctIQ iclatcd:fi"i-d fkc ligktsoaipai"ci"istalci, calc"al/c"sagca"i-dbc"icffis</div> <div>Find the right gas leak detector and sensor , measure the gas leak</div> <div>BE</div>	
Focus on J&P, fit into BE	<div>3. TRIGGERS</div> <div>R</div> <div>What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.</div> <div>By seeing or reading the gas leak accidents and their impact on surrounding</div>	<div>10. YOUR SOLUTION</div> <div>L</div> <div>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> <div>Gas detector is used to identify the gas leak and notify the user by giving a alert signal</div> <div>I</div>	<div>8. CHANNELS of BEHAVIOUR</div> <div>CH</div> <div>8.1 ONLINE</div> <div>Wkalki"idoractio"isdoc"slomdcisfakco"li"ic?Extfacto"li"iccka"i"icisiorm 7</div> <div>#</div> <div>Customers will look for the specifications of the gas leak detector and their components</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>Customers will look at the showcase product and its working performances</div> <div>S</div>	
	<div>4. EMOTIONS: BEFORE / AFTER</div> <div>M</div> <div>Howdoc"slomdcsrcclwkc"ifkcQraccapiblcmmolajoba"i-dartciwads? i.e. lost, insecure > confident, in control - use it in your communication strategy & design.</div> <div>Before – fear and loss of consciousness After -confident and feel secure</div> <div>E</div>			