

Define CS, fit into CL	<div>1. CUSTOMER SEGMENT(S)<div>CS</div></div> <div>demographic, psychographic, behavioral, geographic, and firmographic segmentation.</div>	<div>6. CUSTOMER LIMITATIONS<div>EG. BUDGET, DEVICES</div><div>CL</div></div> <div><div>• Handle frequent changes. ...</div><div>• Hold many responsibilities. ...</div><div>• Work an irregular schedule.</div></div>	<div>5. AVAILABLE SOLUTIONS<div>PLUSES &amp; MINUSES</div><div>AS</div></div> <div><div>• Engineering Controls.</div><div>• <div>▪ Administrative Controls.</div></div><div>• <div>▪ Personal Protective Equipment (PPE)</div></div><div>• <div>▪ Systems to Track Hazard Correction.</div></div><div>• <div>▪ Preventive Maintenance Systems.</div></div><div>• <div>▪ Emergency Preparation.</div></div></div>	Explore AS, differentiate
	<div>2. PROBLEMS / PAINS + ITS FREQUENCY<div>PR</div></div> <div><div>hazards can result in both health and physical impacts</div><div>Impacts such as</div><div>Skin irritation,respiratory system irritation</div><div>Corrosion and explosions</div></div>	<div>9. PROBLEM ROOT / CAUSE<div>RC</div></div> <div><div>• poisoning.</div><div>• nausea and vomiting.</div><div>• headache.</div><div>• skin rashes, such as dermatitis.</div><div>• chemical burns.</div><div>• birth defects.</div><div>• disorders of the lung, kidney or liver.</div><div>• nervous system disorders</div></div>	<div>7. BEHAVIOR + ITS INTENSITY<div>BE</div></div> <div><div>low cost</div><div>low power,WiFi based industrial monitoring systems that controls and monitors the remote manufacturing plans and industries using web applications</div></div>	Focus on PR, tap into BE, understand RC
Identify strong TR & EM	<div>3. TRIGGERS TO ACT<div>TR</div></div> <div>Triggers are used to warn the public across a wide variety of envoinmental hazards</div>	<div>10. YOUR SOLUTION<div>SL</div></div> <div><div>elimination, substitution, engineering controls,</div><div>administrative controls and personal protective equipment</div></div>	<div>8. CHANNELS of BEHAVIOR<div>CH</div></div> <div><div>ONLINE</div><div>midigating exchange hazards ,redusing,opportunism,and curtailing its ill effects on relationship performance.</div></div>	Extract online & offline CH of BE
	<div>4. EMOTIONS<div>BEFORE / AFTER</div><div>EM</div></div> <div><div>fightening,scary,horrific,fearful,uneasy, worry,terrifying,unpleasant,anxious</div></div>		<div><div>OFFLINE</div><div>Bring computing to your data streams to eliminate the risk of sending data to the cloud</div></div>	