

Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S)<div>CS</div></div> <div>Who is your customer?</div> <div>According to our problem statement, employees and machinery objects or things.</div>	<div>6. CUSTOMER CONSTRAINTS<div>CC</div></div> <div>What constraints prevent your customers from taking action or limit their choices of solutions?</div> <div>Our fire alarm system is on budget friendly and it would work with temperature sensor and it is available in all area of the industry or company and also it sends message to the fire station and also to the authorities.</div>	<div>5. AVAILABLE SOLUTIONS<div>AS</div></div> <div>Which solutions are available to the customers when they face the problemor need to get the job done? What have they tried inthe past?What pros & cons do these solutions have?</div> <div>When it takes time to the fire station to arrive our industry then it will sprinkle the water and buzzer alarm will turn on automatically.</div>	Explore AS, differentiate
Focus on J&P, tap into	<div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&P</div></div> <div>Which jobs-to-be-done (or problems) do you addressfor your customers?</div> <div>The fire alarm requires quite a number of jobs like, the water tank should be connected with the sprinklers and if any gases leak or flame detected the sprinklers will turn on and sprinkle the water.</div>	<div>9. PROBLEM ROOT CAUSE<div>RC</div></div> <div>What is the real reason that this problem exists? What is the back story behind the need to do this job?</div> <div>If there is no water in the tank there will be a little damage to the company and also to employee but we can overcome this issue by automatically filling the tank with water when the certain level is reduced in the tank. Then it fills water in the tank automatically</div>	<div>7. BEHAVIOUR<div>BE</div></div> <div>What does your customer do to address the problem andget the job done?</div> <div>The employees could get help by using surveillance camera and buzzer alarm.</div>	Focus on J&P, tap int C
Identify strong TR & EM	<div>3. TRIGGERS<div>TR</div></div> <div>What triggers customers to act? i.e. seeing their neighbour using our kit or model.For Example : if any fire accident occurs in the industry then by using our kit the buzzer alarm will ring to notify and then the sprinklers will turn on automatically and send the information to the authorities so that it will avoid the major and minor accidents in the industry. Then neighbour industry will also start using our kit.</div>	<div>10. YOUR SOLUTION<div>SL</div></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 inthe canvas and come up with a solution that fits within customer limitations, solves a problem and matches customer behaviour.</div> <div>Our Solution to fire management is to create a fire safety system to prevent the employees and machines from the major and minor damages and notify the employees and authorities.It will be more secure for employees to protect from fire accident.</div>	<div>8. CHANNELS of BEHAVIOUR<div>CH</div></div> <div>What kind of actions do customers take?</div> <div>Employees or Customers can contact us either online or offline.By offline means it will support through mobile communication and also connect us via our online application or portal.</div>	Extract online & offline CH of BE
	<div>4. EMOTIONS: BEFORE / AFTER<div>EM</div></div> <div>How do customers feel when they face a problem or ajob and afterwards?</div> <div>The customers would feel anxious at first and they fill the bucket with water and pour in the fire but now then the kit will automatically sprinkle the water and the buzzer on and notify all.</div>			