

Problem-Solution fit canvas 2.0

<p>1. CUSTOMER SEGMENT(S) Who is your customer? i.e. working parents of 0-5 y.o. kids</p> <p>Industrialist, who is managing the hazardous industry.</p>	<p>6. Customer constraint What constraint prevent your customer? *Have a proper place for setting an product. *should have an better person to handle it.</p>	<p>5. Available Solutions Which solution are available to the customer? ABB has developed a new generation of smart sensors designed for rotating equipment in hazardous atmospheres. It enables operators in oil, gas, and chemical industries to benefit from cost-effective condition monitoring.</p>
<p>2. Jobs to be done What . Jobs to be done do you address for your customer Monitoring the hazardous area in a industry.</p>	<p>9. Problem Root Cause What is the real reason for this problem? Problem root cause :The auto-ignition temperature of the hazardous material . The likelihood of the hazard being present in flammable concentrations</p>	<p>7. Behaviour Functional safety applications are ones in which safe operation must be ensured due to the risk of equipment damage or personal injury. Linear-position sensors are widely used in all manners of industrial systems. In many cases, the potential for hazardous events occurring needs to be taken into account; otherwise, the consequences could be serious—with expensive equipment being severely damaged or even lives being put in danger.</p>
<p>3. Triggers Assessing the risk in the workplace due to dangerous substances. Classifying those areas where explosive atmospheres may be present</p>	<p>4. Emotion EMOTIONS(Before/After) The Industry owner should not get attracted by the functionalities of the other technology. So their goal is to design the product safely.</p>	<p>10.your solution Understand what will happen when a problem occurs. "Connect sensors to an alarm system•</p>