

Define CS, fit into CC

1.CUSTOMER SEGMENT(S)

- Industrial Workers and their family
- Administration
- Surroundings

6. CUSTOMER CONSTRAINTS

- spending power
- budget
- Compact
- Network connection

5. AVAILABLE SOLUTIONS

- pen and paper is an alternative to digital notetaking

Explore AS, differentiate

Focus on J&P, tap into BE, understand RC

2. JOBS-TO-BE-DONE / PROBLEMS

- Continuously monitoring the Hazardous region
- Indicates a caution notification in the person's scanner and warns them and also sends an alert notification to the administration

J&P

9. PROBLEM ROOT CAUSE

- Customers have to do it because of the change in regulations.
- To avoid loss of Industrial assets
- To safeguard industrial workers

RC

7. BEHAVIOUR

What does your customer do to address the problem and get the job done?

- find the right place to install the solution/find the place where problem occurs
- find the right installer
- monitoring the location
- calculate usage
- note caution period
- keep the place maintained regularly
- if it becomes hazardous the devices indicates before it happens and customer should prevent before it becomes harm

BE

Identify

<div data-bbox="152 60 275 86" data-label="Section-Header"><h3>3. TRIGGERS</h3></div> <div data-bbox="719 55 757 87" data-label="Text"><p>TR</p></div> <div data-bbox="199 122 609 167" data-label="List-Group"><ul style="list-style-type: none">• Seeing their neighbour industries installing this solution• Reading about a more efficient solution in the news.</div>	<div data-bbox="828 60 1023 86" data-label="Section-Header"><h3>10. YOUR SOLUTION</h3></div> <div data-bbox="1391 55 1429 87" data-label="Text"><p>SL</p></div> <div data-bbox="873 97 1395 135" data-label="List-Group"><ul style="list-style-type: none">• By continuously monitoring the hazardous area using the device, we can avoid the disasters which affects the Industry and workers</div>	<div data-bbox="1500 60 1780 86" data-label="Section-Header"><h3>8. CHANNELS of BEHAVIOUR</h3></div> <div data-bbox="2069 55 2107 87" data-label="Text"><p>CH</p></div> <div data-bbox="1500 97 2107 201" data-label="List-Group"><p>ONLINE</p><ul style="list-style-type: none">• There should be internet connection for monitoring the hazardous region<p>OFFLINE</p><ul style="list-style-type: none">• Sending message to users when the region is going to become hazardous</div>
<div data-bbox="152 692 454 718" data-label="Section-Header"><h3>4. EMOTIONS: BEFORE / AFTER</h3></div> <div data-bbox="719 684 757 716" data-label="Text"><p>EM</p></div> <div data-bbox="152 724 678 743" data-label="Text"><p>How do customers feel when they face a problem or a job and afterwards?</p></div> <div data-bbox="199 748 479 879" data-label="List-Group"><ul style="list-style-type: none">• Lost• More insecurity with less confident• Engage in conflicts• Sleep deprivation• Poor mental focus• Lack of motivation</div>		