

Project Design Phase-I Solution Fit

Industry-Specific Intelligent Fire Management System

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Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S) <div>Who is your customer? i.e. working parents of 0-5 y.o. kids</div></div> <div>1.) Industrial Workers 2.) Industrialists</div>	<div>6. CUSTOMER CONSTRAINTS <div>What constraints prevent your customers from taking action or limit their choices of solutions? i.e. spending power, budget, no cash, network connection, available devices.</div></div> <div>1.) Spending time 2.) Unaware 3.) Doubtful 4.) Uncertain about the results</div>	<div>5. AVAILABLE SOLUTIONS <div>Which solutions are available to the customers when they face the problem or need to get the job done? What have they tried in the past? What pros & cons do these solutions have? i.e. pen and paper is an alternative to digital notetaking</div></div> <div>1.)Workers have to inform the fire and safety department to extinguish it. 2.)The alarm goes on when fire is detected and it won't notify</div>	Explore AS, differentiate
	<div>2. JOBS-TO-BE-DONE / PROBLEMS <div>Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.</div></div> <div>1.) Able to detect and manage fire. 2.) To prevent losses of lives and unfavourable circumstances in the industry.</div>	<div>9. PROBLEM ROOT CAUSE <div>What is the real reason that this problem exists? What is the back story behind the need to do this job? i.e. customers have to do it because of the change in regulations.</div></div> <div>Sensitive detectors causes false alarms so detectors with great accuracy must be installed. Improper maintenance can also be a problem cause.</div>	<div>7. BEHAVIOUR <div>What does your customer do to address the problem and get the job done? i.e. directly related: find the right solar panel installer, calculate usage and benefits; indirectly associated: customers spend free time on volunteering work (i.e. Greenpeace)</div></div> <div>Detects and manages fire and alerts the personnels and fire management department.</div>	
Focus on J&P, tap into BE, understand RC	<div>3. TRIGGERS <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> <div>Urge to safe people Fear of facing unfavourable situations.</div>	<div>10. YOUR SOLUTION <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> <div>We develop an Industry-Specific Intelligent Fire Management System based on IOT(Internet of Things) technology and various sensors connected which detects fire with great accuracy. It alerts by alarms or sprinkling of water and notifies the workers, personnels and fire management department in a shorter period of time so that there are no losses of lives.</div>	<div>8.CHANNELS of BEHAVIOUR 8.1 ONLINE What kind of actions do customers take online? Extract online channels from #7 8.2 OFFLINE What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.</div> <div>ONLINE: Setting a threshold in python code. Notifying the personnels. OFFLINE: Ringing of alarm / buzzer. Sprinkling of water.</div>	Identify strong TR & EM
	<div>4. EMOTIONS: BEFORE / AFTER <div>How do customers feel when they face a problem or a job and afterwards? i.e. lost, insecure > confident, in control - use it in your communication strategy & design.</div></div> <div>BEFORE: Anxious, scared AFTER: Feeling safe and secured</div>			