Project Design Phase-I

Problem – Solution Fit Template

Date	05 NOVEMBER 2022
Team ID	PNT2022TMID48690
Project Name	Project -Hazardous Area Monitoring for Industrial Plant powered by IoT
Maximum Marks	4 Marks

PROBLEM-SOLUTION FIT:

The Problem-Solution Fit simply means that you have found a problem with your customer and that the solution you have realized for it actually solves the customer's problem. It helps entrepreneurs, marketers and corporate innovators identify behavioral patterns and recognize what would work and why.

PURPOSE:

- Solve complex problems in a way that fits the state of your customers.
- Succeed faster and increase your solution adoption by tapping into existing mediums and channels of behavior.
- Sharpen your communication and marketing strategy with the right triggers and messaging.
- Increase touch-points with your company by finding the right problem-behavior fit and building trust by solving frequent annoyances, or urgent or costly problems.
- Understand the existing situation in order to improve it for your target group.

TEMPLATE:

Hazardous Area Monitoring for Industrial Plant powered by IoT

Define CS, fit into CC

1. CUSTOMER SEGMENT(S) CS

The small and large industry deals with hazardous substances like chemicals, highly flammable, electronics etc.

6. CUSTOMER CONSTRAINTS CC

- Workers feel insecure to work in that area
- People surrounded also feels insecure
- Which makes them to distract from their work

5. AVAILABLE SOLUTIONS AS

- The best solution is to keep tracking of the workers and monitoring that area regularly
- Pros: reduced risk and highly secured
- Cons: privacy

Explore AS, differentiate

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

2. JOBS-TO-BE-DONE / PROBLEMS J&P

- To ensure the safety of the workers
- To monitor the hazardous area for the safety of the workers and the environments too
- It can be done by tracking the exact location of the workers and alarming in danger situations
- And also we can navigate them in dangerous situation to the safer places

9. PROBLEM ROOT CAUSE RC

The problem exist only because of the substance or raw materials used in industries like chemicals, highly flammable substance, electronics chips etc.

7. BEHAVIOUR BE

- They need to find the hazardous areas and also determine what kind of hazardous substance they are having like gaseous, liquids or solid materials
- And to place the right sensors to sense that
- Place more cameras and trackers in hazardous areas

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

Identify strong TR & EM

3. TRIGGERS TR

Since the workers are ensured with safety in the industries working with safer environment and with reduced danger and losses they can be triggered to approach this technology

4. EMOTIONS: BEFORE / AFTER EM

- Before : insecure, fear of health issues
- After : feels secure and protective

10. YOUR SOLUTION SL

- Monitor the hazardous area properly with different sensors and cameras
- Keep tracking the workers with exact location to protect them from danger
- Which will be helpful in danger situation to rescue them safely
- Notify the workers in hazardous area to move away from that
- And also to make an alarm sound signal

8. CHANNELS of BEHAVIOUR CH

8.1 ONLINE

Team leader or members of that team can regularly coordinate them wireless communication through IOT

8.2 OFFLINE

Peoples who came as a volunteer can also work as a security on the hazardous areas. .

Identify strong TR & EM