

Define CS, fit into CC	<div><div>1. CUSTOMER SEGMENT(S)</div><div>Who is your customer? i.e. working parents of 0-5 y. o. kids</div><div>Child safety monitoring and alerting system</div></div>	<div><div>CS</div><div>6. CUSTOMER CONSTRAINTS</div><div>Since it aids in locating children, monitoring child's condition and status instantly at tnyplace and any time, parents whowhoten tied up in work or neglect their children are gaining advantages from it</div></div>	<div><div>CC</div><div>5. AVAILABLE SOLUTIONS</div><div><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 solutions have? i.e. pen and paper is an alternative to digital notetaking</div><div>The solution to this problem is to design an IoT device, which senses the child's location and environment and during emergency, it should send the alert to the parents automatically.</div></div></div>	<div>Explore AS, differentiate</div>
	<div><div>2. JOBS-TO-BE-DONE / PROBLEMS</div><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>The children are too young to take care of themselves. We cannot monitor the children at all times in school, play area, and outside place.</div></div>	<div><div>J&P</div><div>9. PROBLEM ROOT CAUSE</div><div><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>By this, parents know what is happening remotely and can take actions if something goes wrong.</div></div></div>	<div><div>RC</div><div>7. BEHAVIOUR</div><div><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>IoT brings global changes by its advanced elements in the social, economic, and political impact of the users</div></div></div>	<div>Focus on J&P, tap into BE, understand RC</div>
	<div><div>3. TRIGGERS</div><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>Smart phones are playing major role for ensuring the safety.</div></div>	<div><div>TR</div><div>10. YOUR SOLUTION</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 in the canvas and come up with a solution that fits within customer limitations, a problem and matches customer behaviour.</div><div>If any abnormal values are read by the sensor then an SMS is sent to the parents mobile and an MMS Indicating an image captured by the serial camera is also sent.</div></div></div>	<div><div>CH</div><div>8. CHANNELS of BEHAVIOUR</div><div><div>ONLINE What kind of actions do customers take online? Extract online channels from #7</div><div>It is comfortable for customers</div><div>8.2 OFFLINE What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.</div></div></div>	<div>Extract online & offline CH of BE</div>