Define CS, fit into CC

1. CUSTOMER SEGMENT(S) `CS`

1. Thermal Industries.

2. All types of Small-Scale Industries.

3. Industries that are associated with flammable substances.

6. CUSTOMER CONSTRAINTS `CC`

1. Requires analytical expertise for analyzing the sensor data.

2. Requires manpower with strong technical expertise for handling the associated software.

3. Industry level MIME sensors for accurate sensing is required.

5. AVAILABLE SOLUTIONS `AS`

1. Various sensors are employed for monitoring the environment.

2. Blynk Application and Thing Speak tool have been used for alerting purpose.

3. Some works have employed GSM and GPS modules for notifying the concerned authorities, by using image processing for monitoring.

Explore AS, differentiate

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

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

1. The fire accident if not controlled at the right time can lead to heavy financial and human loss.

2. Prompt appropriate actions for the particular situation needs to be taken at the right time.

9. PROBLEM ROOT CAUSE `RC`

1. In industries employing chemicals there are high chances of building up of harmful flammable gases.

2. There are chances of manual errors while operating the machineries.

7. BEHAVIOUR `BE`

1. Gain knowledge on the existing solutions and try to learn more on the products available in this domain.

2. Visit the industries to gain knowledge about the working and operation of the machineries.

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

3. TRIGGERS `TR`

1. Real time water sprinklers for controlling the fire

2. Exhaust fans for providing ventilation if the concentration of the gases goes high

4. EMOTIONS: BEFORE / AFTER

`EM`

BEFORE	AFTER
Tragic, Unprepared,	Stress free, Fearless,
Helpless, Insecure	Tranquil, Secure

10. YOUR SOLUTION `SL`

1. The smart fire management system includes a gas sensor, Flame sensor and Temperature sensor to detect any changes in the environment.

2. The exhaust fans are activated based on the temperature readings and the presence of any gases. If a flame is detected, the sprinklers will activate automatically.

3. Emergency alerts are notified to the authorities and Fire station.

8. CHANNELS of BEHAVIOUR `CH`

8.2 ONLINE

Gather information from websites and journals about the existing models.

8.2 OFFLINE

Visit industries to acquire adequate knowledge about the operation and working principle of the machineries