Problem-Solution fit canvas 2.0

Industry Specific Intelligent Fire Management System

Define CS, fit into CC

1. CUSTOMER SEGMENT(S) `CS`

Who is your customer?

According to our problem statement,employees and machinery things.

6. CUSTOMER CONSTRAINTS `CC`

What constraints prevent your customers from taking action or limit their choices of solutions?

Our fire alarm system is on budget and it would work with temparature sensor and it is available in all are of the company and that sends message to the fire station.

5. AVAILABLE SOLUTIONS `AS`

Which solutions are available to the customers when they face the problemor need to get the job done? What have they tried inthe past?What pros & cons do these solutions have?

When it takes time to the fire station to arrive our submersible pump will sprinkle the water and the buzzer system will on automatically.

Explore AS, differentiate

Focus on J&P, tap into

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

Which jobs-to-be-done (or problems) do you addressfor your customers?

Our fire alarm system requires quite a number of jobs like,the water tank should be connected to the sprinklers if any gases found or flame detected the splinkers will sprinkle the water.

9. PROBLEM ROOT CAUSE `RC`

What is the real reason that this problem exists? What is the back story behind the need to do this job?

If there is no water in the tank there will be a little damage for the company,but we can overcome this issue by automatically filling the tank with water when the certain level of water will reduced in the tank.

7. BEHAVIOUR `BE`

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

The employees could get help by using surveillance camera and buzzer alarm.

Focus on J&P, tap int   C

Identify strong TR & EM

3. TRIGGERS `TR`

What triggers customers to act? i.e. seeing their neighbour using our kit.

For example:if any fire accident occurs in the company then by using our kit the buzzer alarm will ring and the sprinklers will turn on and send messages to fire station so it will avoid the major accidents in the company watching that the neighbour company will also start using our kit.

4. EMOTIONS: BEFORE / AFTER `EM`

How do customers feel when they face a problem or ajob and afterwards?

The customers would feel anxious at first and they fill the bucket with water and pour in the fire but then the kit will automatically sprinkle the water and the buzzer on and notify all.

10. YOUR SOLUTION `SL`

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.

Our Solution to fire management is to create a fire safety system to prevent the employees and machines from the major and minor accident and notify the employees,authorities and fire station . It will be more secure for employees to protect from the fire.

8. CHANNELS of BEHAVIOUR `CH`

What kind of actions do customers take ?

Customer can contact us either online or offline.providing offline support through mobile communication and also connect us via our online application and portal.

Extract online & offline CH of BE

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