**HAZARDOUS AREA MONITORING FOR**

**INDUSTRIAL PLANTS POWERED BY IOT**

**PROBLEM SOLUTION FIT**

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# BACHELOR OF ENGINEERING IN ELECTRONICS AND COMMUNICATION ENGINEERING

**De**  **6. CUSTOMER CONSTRAINTS** **5. AVAILABLE SOLUTIONS** **Ex**

**1. CUSTOMER SEGMENT(S)**

**fin**  **CC**  **AS**  **pl**

**CS**

**e** This project is mainly **or**

**C** concentrated for large In case of emergency it is The available solutions for our

**S,** industries in which safety difficult for the employer module **e AS**  **fit** to check the conditions of • monitor the temperature **,**

**int** of the employees is the

the affected area and parameters **dif**

**o**  most concerned. This

**C** module checks various employees. • smart beacon devices **fer**  **C** parameters in the region This project helps the • smart wearable devices **en xE**

**D**

industry in such case. **tia p e** and alerts the workers

**fi** accordingly. **te** **l**

**no**

**er**

**e**

**C**

**SA**

**Fo Fo**  **cu 2. JOBS-TO-BE-DONE / PROBLEMS** **J&P** **9. PROBLEM ROOT CAUSE** **RC**  **7**What does your customer do to address the problem and get **. BEHAVIOUR** **BE**  **cu**

**on** Which jobsyour customers? There could be more than one; explore different sides.-to-be -done (or problems) do you address for exists? What is the back story behind the What is the real reason that this problem need to do this job? the job done?i.e. directly related: find the right solar panel installer, calculate usage **s on J& s**

**J&** i.e. customers have to do it because of the change in

**P,** regulations. and benefits; indirectly associated: customers spend free time on **P, ta**  **tap** Industrial plants are the ones The main reason for this is **p int**  **int** that contain both hazardous and

**o** workers safety. Every worker in **o**

**B** non-hazardous areas. The any industry first concerns • Finding smarter ways **BE,**

## E,

**un** monitoring of the hazardous about their health. Though it to solve the problems **unde**  **de** areas in industrial plants is • Optimizing the usage **rst**  **rst** causes harm to health, many **an**

**an** important from time to time. If

**d** people choose to work in of power and internet **d**

**R** the damage that occurs in **R**

**C** hazardous areas can result in the industrial plants for their facilities. **C**

livelihood. So here we ensure

loss of property or lives.

workers safety at every

moment.

|  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Identify strong TR & EM** |  | | | | |  | | |  | |  | **I**  **d e n ti f y s**  **tr**  **o n**  **g**  **T**  **R**  **&**  **E**  **M** |
| **3. TRIGGERS** | **TR** |  | | | **10. YOUR SOLUTION** | **SL** |  | **8. CHANNELS of BEHAVIOUR** | **CH** |
| What triggers customers to act? i.e. seeing their neighbour | | | | | If you are working on an existing business, write down your | | | **1. ONLINE** | |  |
| installing solar panels, reading about a more efficient solution in the news.   |  | | --- | | Safety is the most concerned aspect in the industries, This triggers the industries to use this product to ensure Workers safety. | | | | | | 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.   |  | | --- | | BLE Beacons are used here which is different form beacon. The main difference is the power consumption. Using BLE Beacons Bluetooth enabled smartphones are capable of scanning and displaying the data. | | | | What kind of actions do customers take online? Extract o from #7      **2. OFFLINE**  What kind of actions do customers take offline? Extract o channels from #7 and use them for customer developme   |  | | --- | | Monitoring of temperature will be done in offline and data receiving will be done in online and offline. | | | nline channels  ffline  nt. |
|  | | | | |
| **4. EMOTIONS: BEFORE / AFTER** | | | **EM** |  |
| 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.   |  | | --- | | Before:  Industries may lose their reputation when the safety of workers is not concerned and this also causes lot of lives in case of emergencies.  After:  The employees will be protected and industries can maintain its reputation. | | | | | |