

Project Design Phase-I

Problem Solution Fit

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Project Name	Industry specific fire management system

Define CS, fit into CL	1. CUSTOMER SEGMENT(S) CS Who is your customer? Industry members as well as others	6. CUSTOMER LIMITATIONS CL <small>EG. BUDGET, DEVICES</small> What limits your customers to act when problem occurs? Specific limitations: The customer should just click the alert message to enhance the further step to stop the fire. Proper network connection and available devices are needed.	5. AVAILABLE SOLUTIONS AS <small>PLUSES & MINUSES</small> Which solutions are available to the customer when he/she is facing the problem? What has people tried in the past? Pros & Minuses: The customer used to call for the emergency number 101 to call the fire service team to stop the fire at that time of reporting many products in the industry gets damaged and many lives were death. Now with the use of our product the industry can sense the fire explosion and stop at the initial stage itself. So, it is quite much more easy.	Explore AS, differentiate
	2. PROBLEMS / PAINS PR <small>+ ITS FREQUENCY</small> Which problem do you solve for your customer? There could be several problems for private houses are not considered a good investment. We are solving the problem of fire spread by automatically detecting the fire at the ignition stage and stop the fire spread easily using Artificial Intelligence and IOT based ideations.	9. PROBLEM ROOT / CAUSE RC What is the root of your problem from the list? People have tried many things but they are too expensive (1.1) and possible changes in the law might influence the nature of investment and the way in which the problem is solved. The fire causes a lot of damages in the industry. Usually when it gets fired in an industry the fire service team is called to stop the fire. But now our solution use can stop the fire without the help of fire service.	7. BEHAVIOR BE <small>+ ITS INTENSITY</small> What does your customer do about / around / directly or indirectly related to the problem? People use mobile phones to call the fire service team to stop the fire at that time of reporting many products in the industry gets damaged and many lives were death. Now with the use of our product the industry can sense the fire explosion and stop at the initial stage itself. So, it is quite much more easy. At once the message is send to the customers mobile from the sensors-controlled Intelligence the customer himself can give the access to stop the fire spread on the whole.	
3. TRIGGERS TO ACT TR What triggers customer to act? eg. see, smell, hear, feel, think, etc. Innovative, more beautiful and efficient solution (1.2) We can ask our customer to get an experience about our product. We can insist they must need of our product.	10. YOUR SOLUTION SL If you are working on existing business - write down existing solution first, fill in the canvas. We can just access the message from the IOT devices combined with sensors to stop the fire spread at the ignition stage itself. It is much easier, safe to handle.	8. CHANNELS of BEHAVIOR CH ONLINE Extract channels from Behavior block: Notifications send can be accessed.	Extract online & offline CH of BE	
4. EMOTIONS EM <small>BEFORE / AFTER</small> What emotions does your customer have before / after using your solution? Use it in your communication strategy. Before: Customer is not finding a proper rid for the fire spread problem. After: Now with the help of our product the customer can easily enhance the problem.	8. CHANNELS of BEHAVIOR CH OFFLINE Extract channels from Behavior block and use for customer development: The sensors with the help of intelligence can stop the fire spread at the initial stage itself.			