

Project Design Phase-I - Solution Fit

Define CS, fit into CC

1. CUSTOMER SEGMENT(S)

Economic Value
Of Customers

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

2. JOBS-TO-BE-DONE / PROBLEMS

- ▮ Harmful Fire Detection.
- ▮ Burns
- ▮ Destruction of industry.
- ▮ Decode Station

Identify strong TR

3. TRIGGERS

- ▮ Efficient.
- ▮ Candles.
- ▮ Lightning

6 PROBLEM ROOT CAUSE

- ▮ Heat
- ▮ Fuel
- ▮ Oxygen

5. CUSTOMER CONSTRAINTS

The Priority,
Frequency, and
Minimum Space
between, Visit.

4. EMOTIONS: BEFORE / AFTER

BEFORE:
Detection of
Fires.

AFTER: To
secure the
Objects or
Things.

7. YOUR SOLUTION

- ▮ Proper Disposal.
- ▮ RegularMaintenance▮
Clean Environment.

8. AVAILABLE SOLUTIONS

- ▮ Fire Alarm Systems.
- ▮ Fire Suppression Systems.
- ▮ FireExtinguishers.

9. CHANNELS of BEHAVIOUR

8.1 ONLINE Intimate the
Management or Fire
Station and Emergency
Number. 8.2 OFFLINE

10. BEHAVIOUR

- ▮ Fire Station.
- ▮ Intimate the Management.
- ▮ Emergency Vehicle.
- ▮ Road Network Components.