

Define CS, fit into CC	<div><div>1. CUSTOMER SEGMENT(S)<div>CS</div></div><div>Who is your customer? i.e. working parents of 0-5 y.o. kids</div><div>Forest officer Common</div></div>	<div><div>6. CUSTOMER CONSTRAINTS<div>CC</div></div><div>What constraints prevent your customers from taking action or limit their choices of solutions? i.e. spending power, budget, no cash, network connection available</div><div>Satellites allow for detecting and monitoring a range of fires, providing information about the location, duration, size, temperature, and power output of those fires that would otherwise be unavailable. Satellite data is also critical for observing and monitoring smoke from the fires.</div></div>	<div><div>5. AVAILABLE SOLUTIONS<div>AS</div></div><div>Which solutions are available to the customers when they face the problem? or cost no</div><div>Avoid burning wastes around dry grass. Obey local laws regarding open fires, including campfires Have firefighting tools nearby and handy. Use fire resistant roofing materials. undertake technical checkups regularly. Monitoring weather analytics, monitoring thermal anomalies, monitoring water stress and temperature rises.</div></div>	Explore AS, differentiate
	<div><div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&amp;P</div></div><div>Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.</div><div>Satellite remote sensing offers a useful tool for forestfire detection, monitoring, management and damage assessment. During a fire event, active fires can be detected bydetecting the heat, light and smoke plumes emitted from the fires. This applicationuses real-time satellite data to detect and monitor forest fires (sending alerts to mobile devices), and</div></div>	<div><div>9. PROBLEM ROOT CAUSE<div>RC</div></div><div>What is the real reason that this problem exists? What is the back story behind the need to do this? i.e. global warming regulation</div><div>Forest fires cause lots of damage, some of them are – loss of wildlife habitat, extinction of plants and animals, destroys the nutrient rich top soil, reduction in forest cover, loss of valuable timber resources, ozone layer depletion, loss of livelihood for tribal people and poor people, increase in global warming.</div></div>	<div><div>7. BEHAVIOUR<div>BE</div></div><div>What does your customer do to address the problem and get the job done? i.e. directly related: find the right solar panel installer, calculate usage and benefits; indirectly related: find the right solar panel installer, calculate usage and benefits; Greener choices</div><div>When the people don't have knowledge about forest fire</div></div>	
Identify strong TR & EM	<div><div>3. TRIGGERS<div>TR</div></div><div>What triggers customers to act? i.e. seeing their neighbour installingsolar panel, finding their neighbour's house on fire, etc.</div><div>Human-caused fires result from campfires left unattended, the burning of debris, equipment use and malfunctions, negligently discarded cigarettes, and intentional acts of arson.</div></div>	<div><div>10. YOUR SOLUTION<div>SL</div></div><div>If you are working on an existing business, write down your current solution first, fill in the gaps and build your ideal solution</div><div>For this problem we use image processing and video analysis so by using satellite image processing we can able to find the fire at the early stage and stop spreading fire in the forest . This model is mainly build by using CNN and machine learningand deep learning</div></div>	<div><div>8. CHANNELS of BEHAVIOUR<div>CH</div></div><div>ONLINE What kind of actions do customers take online? Extract online channels from #7</div><div>What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development</div><div>ONLINE: fire alert sensor OFFLINE: Fire awareness program</div></div>	Identify strong TR & EM
	<div><div>4. EMOTIONS: BEFORE / AFTER<div>EM</div></div><div>How do customers feel when they face a problem or a job and afterwards? i.e. lost, insecure &gt; confident, in control, need to have communication system &amp; design</div><div>Before : unsafe and worries about lives and belongings After : safety and relief</div></div>			

