

Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S)<div>Who is your customer?<div><div>Customers</div><div>Industries</div></div></div></div>	<div>6. CUSTOMER CONSTRAINTS<div>What constraints prevent your customers from taking action or limit their choices of solutions?<div>gas detectors can detect oxygen deficiency, explosive atmospheres and multiple poisonous gases, thus removing threats from hazardous and potentially lethal environments.</div></div></div>	<div>5. AVAILABLE SOLUTIONS<div>Which solutions are available to the customers when they face the problem or need to get the job done? What have they tried in the past ? What pros & cons do these solutions have?<div>the reliability and real-time level monitoring provided by wireless gas detection systems makes them the solution of gas</div></div></div>	Explore AS, differentiate
Focus on J&P, tap into C	<div>2. JOBS-TO-BE-DONE / PROBLEMS<div>Which jobs-to-be-done (or problems) do you address for your customers?<div>One of the preventive method to stop accidents associated with the gas leakage is to install a gas leakage detection kit at vulnerable places.</div></div></div>	<div>9. PROBLEM ROOT CAUSE<div>What is the real reason that this problem exists? What is the back story behind the need to do this job?<div>Gas leakage leads to various accidents resulting into both financial loss as well as human injuries. In human's daily life, environment gives the most significant impact to their health issues.</div></div></div>	<div>7. BEHAVIOUR<div>What does your customer do to address the problem and get the job done?<div>To know about the product and to check the sulfur or rotten egg smell.</div></div></div>	Focus on J&P, tap into C
Identify strong TR & EM	<div>3. TRIGGERS<div>What triggers customers to act? i.e. seeing their neighbour installing<div>They detect the acoustic emission created when a pressured gas expands in a low pressure area through a small orifice .They use acoustic sensors to detect changes in the background noise of its environment.</div></div></div>	<div>10. YOUR SOLUTION<div>It helps people to Detect, Alert and Monitor the whole system. It is friendly product. One of the Updated version of sensors Models . A sulfur containing compound is added to this system ,so that a smell can be detected if there is a leak .that's why the natural gas used in home</div></div>	<div>8. CHANNELS of BEHAVIOUR<div>3.1 ONLINE<div>What kind of actions do customers take online?<div>The departments can receive direct emails or messages from customers.</div></div><div>3.2 What kind of actions do customers take offline?<div>Following the procedures and ensure all are safe .use the sensors that produce an audible alarm when presence of gas detected.</div></div></div></div>	Extract online & offline CH of BE
	<div>4. EMOTIONS: BEFORE / AFTER<div>How do customers feel when they face a problem or a job and afterwards?<div>Clients will feel better after the usage of gas leakage detector selecting an operation mode with the use of gas sensors, and they will then follow the instructions on the board.</div></div></div>			

