Project Design Phase-I - Solution Fit

Project Title: Industry-specific intelligent fire management system

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Define CS, fit into CC

1. CUSTOMER SEGMENT(S) — CS

Who is your customer?
i.e. working parents of 0-5 y.o. kids

- Industries as the safety of the workers working in the industry is always at risk and industry holds a huge amount of asset as it cannot be ignored.
- The industrialist will prefer prevention over curing so industries will be our prime customer.

6. CUSTOMER CONSTRAINTS — CC

What constraints prevent your customers from taking action or limit their choices
of solutions? i.e. spending power, budget, no cash, network connection, available devices.

- Proper maintenance should be performed on a regular basis to avoid any major misbehaviour of the system.
- Regular check of water level in the sprinkler should be done
- The SMS alert system should be monitored regularly

Explore AS, differentiate

5. AVAILABLE SOLUTIONS — AS

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? i.e. pen and paper is an alternative to

- The use of sensors to detect flame and gas leakage.
- GSM module helps us to receive the notification whenever fire starts.
- The use SMS can alert the workers when they are unaware of the fire

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

2. JOBS-TO-BE-DONE / PROBLEMS — J&P

Which jobs-to-be-done (or problems) do you address for your

Jobs to-be-done
- Sprinklers and water should be turned on.
- Alert message should be sent immediately

Problems
- The sensors can be burned before alerting the authorized person

9. PROBLEM ROOT CAUSE — RC

What is the real reason that this problem exists? What is the back story behind the

- Sensor can be burned before a alert message being sent
- High Temperature ,lack of maintenance , Regular service and use of cheap sensors are the root cause of the problems

7. BEHAVIOUR — BE

i.e. directly related: find the right solar panel installer, calculate usage and

- Detects fire and gas using sensors.
- There will be constant monitoring of the area
- Automatic sprinkling of water when the fire starts

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

3. TRIGGERS `TR`

- ➢ The Fire will be detected immediately and the sprinklers, fans and message will be sent immediately

4. EMOTIONS: BEFORE / AFTER `EM`

- ➢ Before : People's life will be at risk as they will not be aware the fire incident and no measure would have been taken
- ➢ After : Now people can rest assured as they will be protected form the fire accidents happening even though they are not aware of it.

10. YOUR SOLUTION `SL`

- ➢ A proper evacuation plan has to planned and executed in case of big fire accident
- ➢ People must avoid going near the walls and fire surrounded places
- ➢ People should avoid going near the electrical lanes
- ➢ The use of SMS message and siren can serve as a alert to workers
- ➢ Sending SMS to the near by fire station.
- ➢ Sprinkling water on the fire which broke out.

8. CHANNELS of BEHAVIOUR `CH`

- ➢ Online
  - o The people can interact easily and can access the resources remotely from anywhere

- ➢ Offline
  - o People can make use of the face to face interaction and will be comfortable to ask out their doubts to the proffesionals.