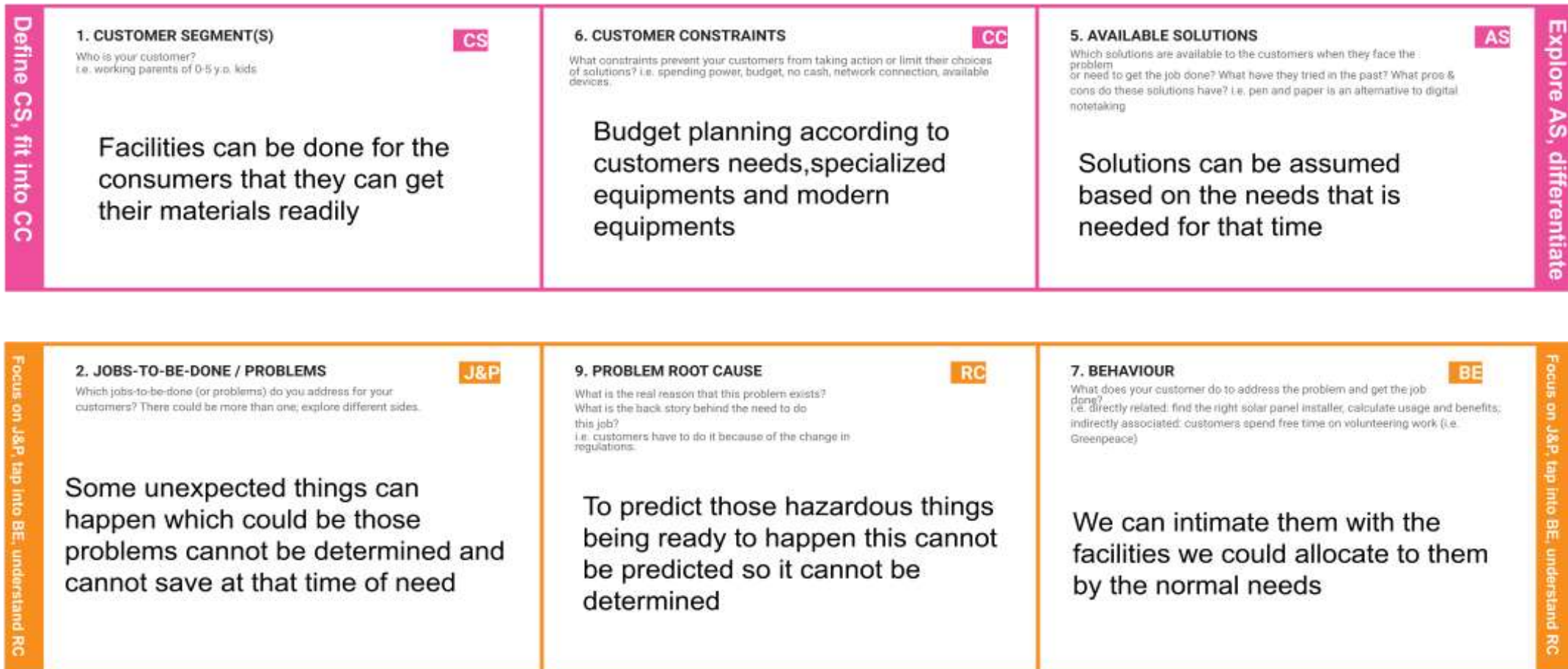


Proposed Solution Fit

Team ID	PNT2022TMID37599
Project Name	Hazardous area Monitoring For industrial plant powered by IOT
Team Members	Chanukya.k(TL) Anuhya.k Jyothsna.J Silparani.Y Swetha.j



Identify strong TR & EM	<div> <div>3. TRIGGERS</div> <div>What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.</div> </div> <div> <div>TR</div> </div> <div>Using the appropriate resources customers can get the information</div>	<div> <div>10. YOUR SOLUTION</div> <div> If you are working on an existing business, write down your current solution first, fill in the canvas, and check how much it fits reality. If you are working on a new business proposition, then keep it blank until you fill in the canvas and come up with a solution that fits within customer limitations, solves a problem and matches customer behavior. </div> </div> <div> <div>SL</div> </div> <div>Have all the available things to be taken and precautions to be taken to avoid the danger</div>	<div> <div>8.CHANNELS of BEHAVIOR</div> <div> <div>8.1ONLINE</div> <div>What kind of actions do customers take online? Extract online channels from #7</div> </div> <div>Find the necessary resources to be taken and take available things to access</div> <div> <div>8.2OFFLINE</div> <div>What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.</div> </div> <div>Check for the things to provide betterment</div> </div> <div> <div>CH</div> </div>	Identify strong TR & EM
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	<div> <div>4. EMOTIONS: BEFORE / AFTER</div> <div>How do customers feel when they face a problem or a job and afterwards? i.e. lost, insecure > confident, in control - use it in your communication strategy & design.</div> </div> <div> <div>EM</div> </div> <div> <div>Before:</div> <div>Equipped resources fear,Not confident about the things to be taken measures</div> <div>After:</div> <div>Growing technologies have been done for the things to handle efficiently</div> </div>			
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