Define CS, fit into CC

Explore AS, differentiate

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

Identify strong TR & EM

1. CUSTOMER SEGMENT(S) CS
Who is your customer?
i.e. working parents of 0-5 y.o. kids

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.

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 digital notetaking

2. JOBS-TO-BE-DONE / PROBLEMS J&P
Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.

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 understand fire patterns.

9. PROBLEM ROOT CAUSE RC
What is the real reason that this problem exists? What is the back story behind the need to do this job? i.e. customers have to do so because of regulations.

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.

7. BEHAVIOUR BE
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 associated: customers spend free time on volunteering work (i.e. Greenpeace)

When the people don't have knowledge about forest fire

canvas and come up with a solution that fits within customer limitations, solves a problem and matches customer behaviour.

4. EMOTIONS: BEFORE / AFTER EM
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.

Human-caused fires result from campfires left unattended, the burning of debris, equipment use and malfunctions, negligently discarded cigarettes, and intentional acts of arson.

Before : unsafe and worries about lives and belongings

After : safety and relief

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

OFFLINE
What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.

ONLINE: fire alert sensor

OFFLINE: Fire awareness program