

Define CS, fit into CC	<p><b>1. CUSTOMER SEGMENT(S)</b> <span>CS</span></p> <ul style="list-style-type: none"> <li>❖ In Industry we have to ensure the safety of workers because we don't know the whether the gas leakage is occur.</li> <li>❖ In home, we use gas stove for cooking purpose . To identify the leakage use some external device.</li> </ul>	<p><b>6. CUSTOMER CONSTRAINTS</b> <span>CC</span></p> <ul style="list-style-type: none"> <li>❖ To prevent the gas leakage,the industries must use quality pipes to transfer the gas.</li> <li>❖ Maintenance should be taken atleast once in a month to prevent the gas leakage and services are done by technicians.</li> </ul>	<p><b>5. AVAILABLE SOLUTIONS</b> <span>AS</span></p> <ul style="list-style-type: none"> <li>❖ Use GSM module to your product it will send the alert notification to concerned user.</li> <li>❖ In devices,we use sensor to sense the gas leakage .</li> </ul>	Explore AS, differentiate
Focus on J&P, tap into BE, understand RC	<p><b>2. JOBS-TO-BE-DONE / PROBLEMS</b> <span>J&amp;P</span></p> <p>In Industries, we transfer the gas through pipe line if we use qualityless pipes it cause gas leakage and if we maintain the cylinder properly it also cause disaster.</p>	<p><b>9. PROBLEM ROOT CAUSE</b> <span>RC</span></p> <ul style="list-style-type: none"> <li>❖ Sometimes the device gives false alarm it is a problem.</li> <li>❖ We use sensors to sense the gas, sometimes the sensors are not working proper it is also a problem.</li> <li>❖ We use lot of gases in industry it is difficult to identify the difference between the gas it gives a problem.</li> </ul>	<p><b>7. BEHAVIOUR</b> <span>BE</span></p> <ul style="list-style-type: none"> <li>❖ With the help of sensors we identify the gas leakage.</li> <li>❖ Monitor regularly to avoid gas leakage and we use gsm module to send alert notification.</li> </ul>	Focus on J&P, tap into BE, understand RC

### 3. TRIGGERS TR

- Industries must take safety precaution for workers because the workers safety is most important.
- Identify the leakage at the time we take necessary measurement incase any emergency.

### 4. EMOTIONS: BEFORE / AFTER EM

- Before use this product workers feel unsafe to work under the gas areas because if leakage occurs it cause lot of damage.
- After use this product workers feel safe and peaceful mind to concentrate on his/her work because the product the detect the leakage it gives alarm signal to alert the workers.

### 10. YOUR SOLUTION SL

Incase if leakage occurs, we have to create alternate way to move out the workers.

### 8. CHANNELS of BEHAVIOUR CH

#### 8.1 ONLINE

It's a way to maintain the relationship and we make lot of conversation to people.

#### 8.2 OFFLINE

The product based on gas leakage system is very less and customer prefer to visit and saw the products