Project Design Phase-I - Solution Fit Template

Project Title: Industry-specific intelligent fire management system

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Define CS, fit into CC

1. CUSTOMER SEGMENT(S) `CS`

- Large and Small industries.
- Government Buildings.
- Schools & Colleges.
- and other commercial places.

6. CUSTOMER `CC`

- Less Knowledge of availability of fire.
- High Budget with less efficiency.
- Network connectivity

5. AVAILABLE SOLUTIONS `AS`

- Immediate dialing of fire service and fire extinguisher are the available solution when the customer face the problem in the past.

Explore AS, differentiate

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

2. JOBS-TO-BE-DONE / PROBLEMS `J&P`

- Poor inconsistencies.
- To detect the harmful/inflammable gas.
- To notify the customers as soon as possible in case of any fire accident.
- Alarming System for workers incase of any fire.

9. PROBLEM ROOT CAUSE `RC`

- Improper maintenance of Industrial Infrastructure.
- No proper implementation of safety measures.
- Negligence.
- A threat to life.

7. BEHAVIOUR `BE`

- Proper maintenance of Industrial Infrastructure.
- Automation of fire control.

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

Identify strong TR & EM

3. TRIGGERS `TR`

- The loss of lives, damages to the property, disrupts production in the industry.

4. EMOTIONS: BEFORE / AFTER `EM`

- Petrified, Insecure, Grievance, not in control, lost.

10. YOUR SOLUTION `SL`

- Use sensors to detect and alarm incase of any fire.
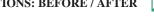- Sprinkles to stop the spread of fire.

8. CHANNELS of BEHAVIOUR `CH`

8.1 ONLINE
- The managers or staff can continuously monitor the reading like temperature, gas, flame level and can record these data.

8.2 OFFLINE
- In offline, in case of fire, evacuation of workers, providing the best escape route can be taken.

Identify strong TR & EM