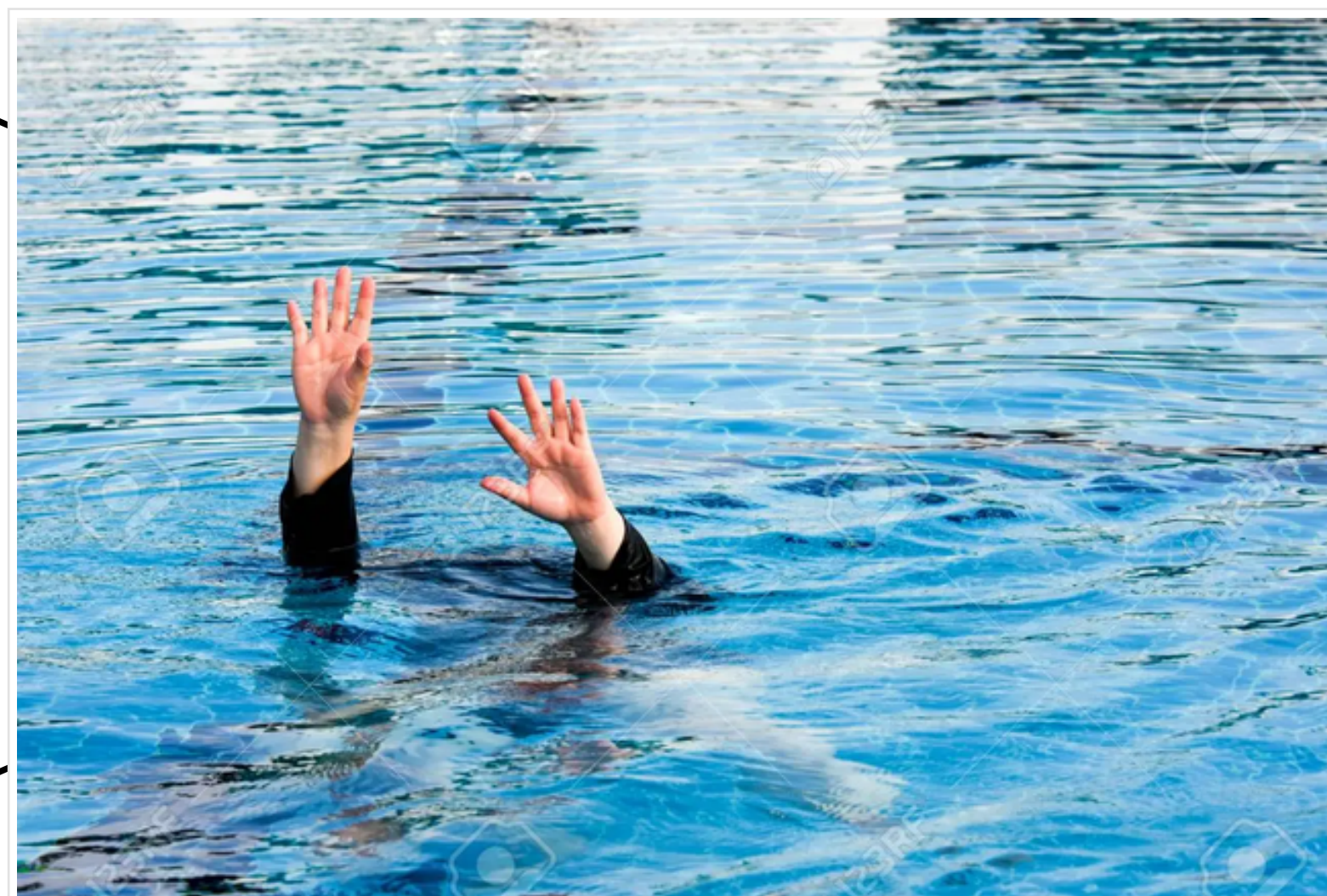


# VirtualEye - Life Guard for Swimming Pools to Detect Active Drowning

## What do they THINK AND FEEL?

what really counts  
major preoccupations  
worries & aspirations



## What do they HEAR?

what friends say  
what boss say  
what influencers say

will it be  
effective?

will it incur  
too much  
cost?

would it  
better to  
hire more?

will  
it malfunction  
?

leisure way  
to spend  
time

others  
always  
giving a  
side eye

advices on  
do and  
donts

they say  
swimming  
is safe

a great  
exercise

a good  
swimming  
day

concerns of  
privacy

carefree  
time spent

safety not  
prioritized

Drown  
related  
deaths

Unsafe  
place for  
kids

Swimming  
as a  
valuable  
skill

careless  
lifeguards

## What do they SEE?

environment  
friends  
what the market offers

## What do they SAY AND DO?

attitude in public  
appearance  
behavior towards others

always  
concerned

avoiding a  
part of  
experience

persuades  
others  
against it

project  
swimming  
as easy

make stunts

mock  
people for  
not being  
cool

## PAIN

fears  
frustrations  
obstacles

instant  
rescue  
operation

what if I  
drown?

parents  
letting kids  
unguarded

is it really a  
good  
place?

## GAIN

"wants" / needs  
measures of success  
obstacles

actively  
monitored  
environment

safety as  
top priority

less  
limitations

quick alert  
system