

Problem-Solution fit canvas 2.0

Purpose / Vision

Define CS, fit into CC	1. CUSTOMER SEGMENT(S) CS Who is your customer? i.e. working parents of 0-5 y.o. kids To detect and alarm, preventing possible disaster in industry and home. The device will keep you safe in life threatening environments To prevent anyone from being exposed to toxic gases that could poison or kill. The customer may recognise them as fire alarms or carbon monoxide detectors in your home	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. 1. Proper maintenance should be taken at least once in a month and this prevents the customers from taking actions in gas Leakage problem. 2. The services can be done only by technicians so it is to set up gas leakage system in home/industries	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 Usage of sensors to sense gas leakage. GSM module helps us to get notification when the gas leakage is sensed	Explore AS, differentiate
	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. Jobs to be done automatic nob closing switching off power supply Problems if the cylinder is not maintained properly it cause problems. prefer placing of cylinders under room temperature not in a hot area or cold places	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 it because of the change in regulations. 1. sometimes sensor does not work properly which can cause the major problem 2. It is difficult to identify different between LPG gas and other gases	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) 1. Identifies the issues with the help of sensor. 2. Regular monitoring is done 3. Automatic registration when the cylinder is about to empty.	
3. TRIGGERS TR What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news. Identification of gas leakage will be done immediately and necessary measurements are taken in case of emergency	10. YOUR SOLUTION SL 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 behaviour. 1. Switch on/off of any electric device should be avoided 2. Creating a shortcuts in industries to evacuate everyone in case of gas leakage	8. CHANNELS of BEHAVIOUR CH 8.1 ONLINE What kind of actions do customers take online? Extract online channels from #7 Easy way to built relationship and interaction with people is done in a proper manner 8.2 OFFLINE What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development. The customers prefers to visit professionals. The products based on gas Leakage system is less. Returning the product is easy	Extract online & offline CH of BE	
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. 1. Customers feels safety by having is product in their environment 2. Customers worry about explosions and accidents occurs due to gas leakage but after using this product they cannot have a stress inside				



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