



YAMAN NATLA

Scenario

House Owner

Expectations

- Quick service Expectation
- proper Maintainance
- After sale service should be perfect

	Awareness	Considerations	Installation	Maintainance & Support
Actions	1. Research Solution 2.Review Case Studies 3.Consult Industry peers	4. Request product demos 5.Compare providers 6.Conduct Cost-Benefits Analysis	7.Training personnel on systems 8.Sensor installation & System integration with existing infrastructure	9.Maintainance of alarm system to avoid false positive or missed leak detections  10.Download Updates
Pains	<ul style="list-style-type: none"><li>• Uncertainty about available technology and ROI</li></ul>	<ul style="list-style-type: none"><li>• Technical Feasibilty</li><li>• Integration Concerns</li></ul>	<ul style="list-style-type: none"><li>• Apply software updates , security patches and integrated new features</li></ul>	<ul style="list-style-type: none"><li>• Regular testing of data communication systems to ensure reliable data transmission</li></ul>
Feelings	<div><div><div>😊</div><div>😐</div><div>😞</div></div><div><div>Customer thought or quote</div><div>2</div><div>3</div></div></div>			
Opportunities	<ul style="list-style-type: none"><li>• Highlight Successful Pilot Projects and Testimonials.</li></ul>	<ul style="list-style-type: none"><li>• Offer free trials and detailed documentation on how the system integrates with existing infrastructure.</li></ul>	<ul style="list-style-type: none"><li>• provide hands -on training and a dedicated onboarding team</li></ul>	<ul style="list-style-type: none"><li>• Offer 24/7 support and remotes troubleshooting services</li></ul>