

1. CUSTOMER SEGMENT(S) 6. CUSTOMER CONSTRAINTS 5. AVAILABLE SOLUTIONS CS Children under six spending power, budget, no cash, network connection, available devices. Fire fighters and trained swimmers ne C on J6			9. PROBLEM ROOT CAUSE RC customers have to do it because of the change in luxurious activities have drastically increased and polls have become common everywhere.		
2. JOBS-TO-BE-DONE / PROBLEMS we make use of one camera that streams the video underwater and analyses the position of swimmers to assess the probability of drowning on J8			7. BEHAVIOUR BE Install drowning detectors, or call for emergency help		
3. TRIGGERS TR Seeing others install virtual eye on their swimming pools			10. YOUR SOLUTION SL we make use of one camera that streams the video underwater and analyses the position of swimmersto assess the probability of drowning		
			8. CHANNELS of BEHAVIOUR CH 8.1 ONLINE Ordering of drowning detectors, or pool lifeguards 8.2 OFFLINE		



	<div>4. EMOTIONS: BEFORE / AFTER</div> <div>EM</div> <div>Lost and insecure/confident and in control</div>		<div>Implementing them to wear them without fail</div>	
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