

Greeting People

Team Name : Gidara


<p>What do they do?</p> <p>Producing sandals.</p>	<p>What do they speak?</p> <ol style="list-style-type: none"> 1. Air circulation settings in the factory still do not meet healthy and safety standards (OHS). 2. The rubber dust from the smoothing of sandals is scattered. 3. Sandals drying process to be slower. 4. The factory located in hot weather area. 5. Sandal's packaging price slightly increase due to the pandemic.
<p>What do they feel?</p> <ol style="list-style-type: none"> 1. The smell of glue is strong inside the factory. 2. The hot weather multiples with the hot air inside factory really make the heat felt extremely hot and the worker always sweat a lot every day. 3. The worker health is not priority. 4. The owner wants to cut off the sandals packaging budget. 	<p>What do they think?</p> <p>They need:</p> <ol style="list-style-type: none"> 1. Air circulation machine. 2. Glue smell deodorizer. 3. Air conditioner (AC) or electric fan or exhaust fan. 4. Better rubber dust suction machine. 5. Sandal's packaging maker

Possible Question for Interview

A	Ifan H, Son of The Owner	What is the big problem happen in the factory?	<ol style="list-style-type: none"> 1. The health and the convenience of the workers. 2. The slow sandals drying process. 3. The increase of sandals packaging cost.
B	Ifan H, Son of The Owner	What is happen to the workers?	The polluted air from glue, rubber, and other chemicals causes the workers' health in danger. They need to go out factory frequently after a few hours to breath fresh air, so they will not feel dizzy.
C	Ifan H, Son of The Owner	How do you maintain the air circulation?	They are only relying on an open the door, square-hole and one fan in roof. They have no ventilation on the walls to anticipate the complaint from neighbours.
D	Ifan H, Son of The Owner	How do you dried the sandals after glued them?	The sandals are being kept inside the factory while drying. It has happened to avoid the complaint from the neighbours due to the smells.
E	Ifan H, Son of The Owner	Why is the sandals packaging cost increase?	They bought the sandals packing and the cost increase now due to COVID-19. So, they want to make their own packaging to cut the cost.

Business Model Analysis

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<p>UNIQUE VALUE PROPOSITION</p> <p>Single, clear, compelling message that states why you are different and worth buying</p> <p>It uses an IoT to control air quality and room temperature.</p>	<p>UNFAIR ADVANTAGE</p> <p>Can't be easily copied or bought</p> <p>Able to do the IoT customization from the request of the customers or match the air quality problems.</p> <hr/> <p>CHANNELS Path to customers</p> <ol style="list-style-type: none"> 1. Direct selling 2. SNS, e-Commerce, and website 3. Partnership with the building contractor. 	<p>CUSTOMER SEGMENTS</p> <p>Target customers</p> <ol style="list-style-type: none"> 1. Industrial factory 2. Home industry 3. Restaurant 4. All businesses that have air problems
<p>KNOWN PROBLEM</p> <p>Top 3 already known problems</p>  <ol style="list-style-type: none"> 1. The factory has bad air circulation (open the door, square-hole and one fan in roof). 2. The heat and the strong smell of glue trapped inside factory makes the workers sweat a lot, breathing system in danger and feeling uncomfortable while working. 3. The slow sandals drying process because of the lack air circulation. 		<p>KNOWN SOLUTION</p> <p>Top 3 already solved idea</p> <ol style="list-style-type: none"> 1. Smart AC 2. Smart Electric Fan 3. Smart

Finding Local Issues

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Issue 1			
Situation	Problem Factor	%	Definition
Air circulation settings is bad and the slow sandals drying process.	The lack of air ventilation.	70	No fresh air and the heat is uncomfortable to workers.
	The smells of glue being kept inside factory.	30	Polluted air and chemical hazards affect the breathing system.
Summary		Location	
Bad air circulation causes the worker get sick and slow the sandals drying process.		Waru, Sidoarjo Indonesia	

Issue 2			
Situation	Problem Factor	%	Definition
The rubber dust scattered.	The vacuum machine doesn't properly work.	70	Lack of knowledge.
	Not provided a mask and glass-face protection.	30	To reduce labor cost.
Summary		Location	
Wrong vacuum setup, so the rubber dust scattered and interference them.		Waru, Sidoarjo Indonesia	

Issue 3			
Situation	Problem Factor	%	Definition
Sandals packaging price increase.	They import all the packaging.	40	They don't have the machine.
	The price of packaging increase.	60	Due to pandemic the price changed.
Summary		Location	
The owner wants to cut down production cost by made his own sandals packaging.		Waru, Sidoarjo Indonesia	

Choose One Issue

✂ You can add additional criteria except 'MONEY'.

	Priority criteria	Issue 1	Issue 2	Issue 3
		Air circulation settings is bad and the slow sandals drying process.	The rubber dust scattered.	Sandals packaging price increase.
1	Urgency	3	2	1
2	Repetition	3	1	2
3	Simplicity	1	3	2
4	Public Interest	3	2	1
5	Affection	3	2	1
Total		13	10	7

Define Problem

Air circulation settings is bad and the slow sandals drying process:

1. They glued the sandals manually each by each cause the air smells like chemical pollution.
2. They kept the sandals inside factory because afraid to get a complaint from the neighbours about the smells of glue.
3. They depend on opened the door, square-hole and one fan in roof for slipper drying process.
4. They need an air circulation machine or glue smell deodorizer (air conditioner (AC), electric fan, exhaust fan).