

Report of Design Project II | Anirban Maiti

### **SMART KITCHEN APPLIANCE**

INDUSTRIAL DESIGN PROJECT - II

**MPR - 452** 

SUBMITTED BY

**ANIRBAN MAITI 156130003** 

GUIDE: PROF. P. KUMARESAN



INDUSTRIAL DESIGN CENTRE
INDIAN INSTITUTE OF TECHNOLOGY, BOMBAY
2017

Report of Design Project II | Anirban Maiti

# **Approval Sheet**

This project titled "Smart Kitchen Device" is prepared and submitted by Anirban Maiti in partial fulfilment of the requirement for the degree of 'Masters in Design' in Industrial Design. It has been examined and is recommend for approval and acceptance.

Guide:		
Chairman:		
Internal Examiner:		
External Examiner		

Report of Design Project II | Anirban Maiti

### **Declaration**

The work done as a part of the written submission under this report "Smart Kitchen Appliance" as project two for post graduate program in Industrial Design Centre, IIT Bombay, India under the guidance of Prof. P. Kumaresan.

I hereby declare all the content of this project is an original work with appropriate reference information or links provided wherever due.

Any violation of the above will be cause for disciplinary action by the institute.

Anirban Maiti 156130003 Industrial Design Centre Indian Institute Of Technology ,Bombay Report of Design Project II | Anirban Maiti

# Acknowledgement

I am heartily thankful to my project guide Prof. P. Kumaresan for teaching me work ethics and setting an example of discipline at workspace, for encouraging me at every level to take decisions for my project and believing in me when I chose one option over the other.

I am also obliged to the staffs at studios who were always ready to back up with knowledge and guidance while working in workshops making ideations, mockups and prototypes.

I am highly grateful to my friends, fellow classmates and parents for encouraging me when I felt lost and constructively adding to my project with their valuable feedback in every possible way. Report of Design Project II | Anirban Maiti

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### Introduction

In the coming days, spaces will be very much costly. For that reason, size(area) for homes will be lesser and lesser day by day. From this point of view, people will start reducing spaces in toilet, bathroom, kitchen, balcony and other secondary spaces after having the minimum primary spaces for bedroom, living rooms etc. and that is how Open Kitchen evolved.

And if we see any kitchen of modern house, there will be lots of electronic gadgets for saving time & space and further maintenance cost.

But as the space in kitchen area is reducing day by day people will need some smart and multipurpose kitchen devices which will act more efficiently and save the spaces and keep the kitchen clean.

# **Background Study**

People generally uses Microwave Oven, Steamer, Rice Cooker, Induction Cooker, Bread Toaster etc. with traditional gas oven in their kitchen which actually takes a lot of space and that's why people can't use them all at a time due to lack of space in their kitchen. So people keep those gadgets out of the kitchen and they only use when those are required. And this scenario needs again an extra storage space for keeping all those gadgets. But in the coming days people will not have much spaces in their home!

So what is the solution?



# Image Source - www.google.co.in

# **Target Users**

The major target customers will be Upper middle class and Upper class. But it will be also a need for the whole middle class also.

So making the new product affordable to everyone will be a challenge.

**Objectives & Goals** 

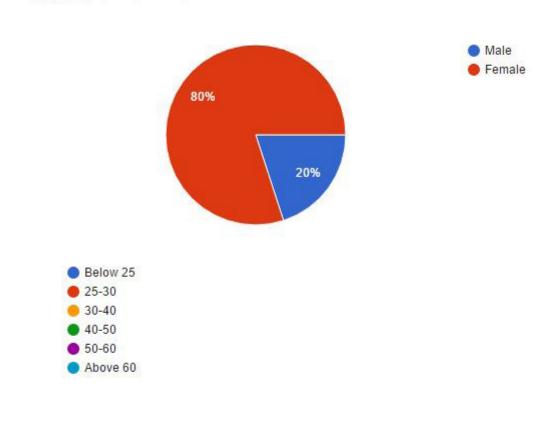
MULTI-PURPOSE ENERGY EFFICIENT AFFORDABLE SPACE SAVING EASY MAINTENANCE



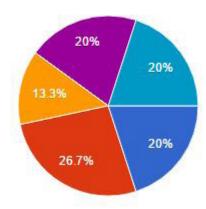
# **User Study**

User Study is one of the cruscial thing to do before starting and design project to know existing problem from the user's point of view, to know current need and assume future need.

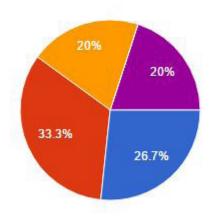
### Gender (15 responses)



Age (15 responses)

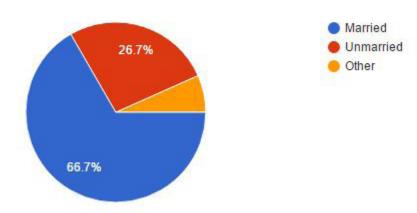


# Occupation (15 responses)

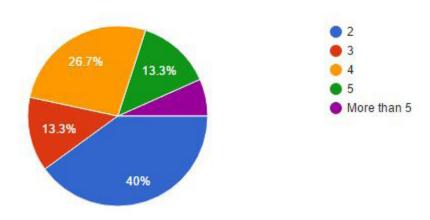




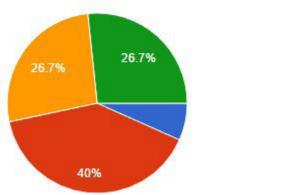
# Marital Status (15 responses)

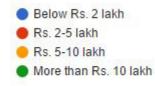


# Number of Family Members (15 responses)

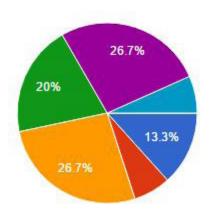


# Annual Family Income (15 responses)



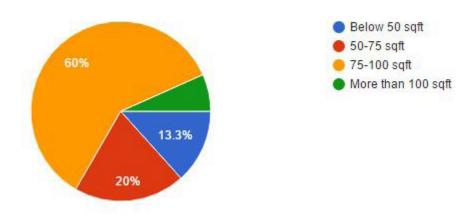


### Floor Area of the house (15 responses)

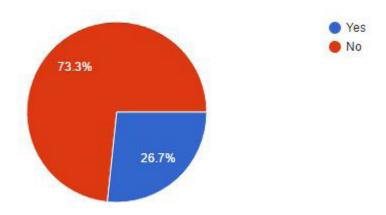




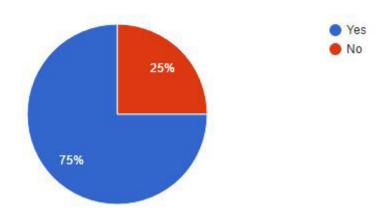
# Floor Area of the Kitchen (15 responses)



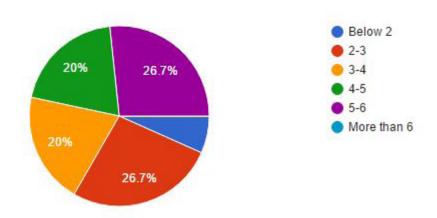
# Is there any Open Kitchen (15 responses)



# Smartphone User (12 responses)



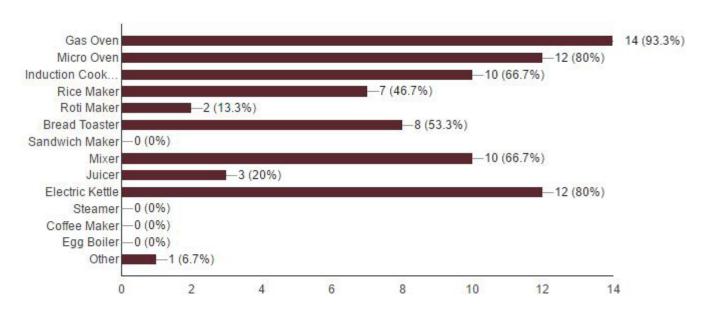
# How many hours generally spend in kitchen in a day (15 responses)



# Do you prefer Electronic Kitchen Gadgets (15 responses)



### What are the cooking gadgets in your kitchen (15 responses)



# **Present Cooking Gadget after Gas Oven**

Microwave Oven

Electric Kettle

**Induction Cooktop** 

Mixer

**Bread Toaster** 

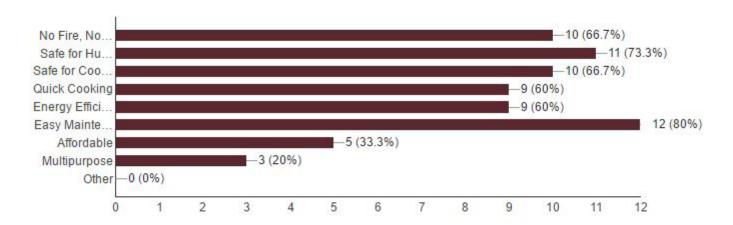
Rice Cooker

Juicer

Roti Maker

Sandwich maker

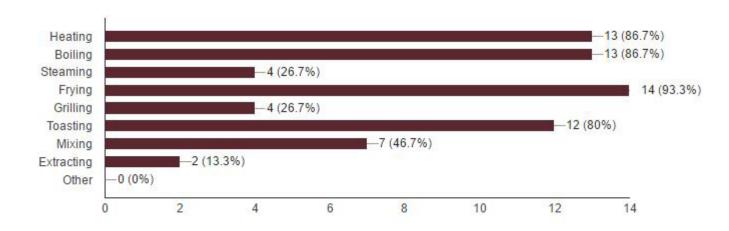
# Reason for preferring Electronic Kitchen Gadgets (15 responses)



### **Preferred features**

Easy maintenance
Safe for Human
No fire, No Pollution
Safe for cooking
Quick cooking
Energy efficiency
Affordable
Multipurpose

# What are the cooking facilities you want in the new appliance (15 responses)



# **List of Cooking option preferences**

Frying

Boiling

Heating

Toasting

Mixing

Steaming

Grilling

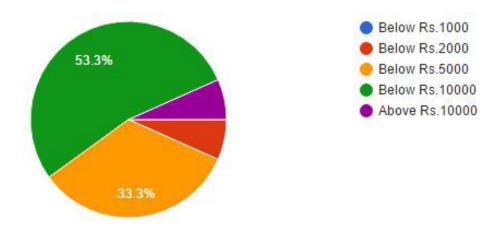
Extracting

# What are the appliances you wish to be combined for better food making

(15 responses)

MICROWAVE OVEN -INDUCTION COOKER -TOASTER-ELECTRIC KETTLE	
Gas oven, micro oven, electric kettle, induction cook top	
Microwave Oven	
Gas oven, Micro oven, Toaster, Mixie	
Gas oven, Micro oven, Induction cooker	
Gas oven, Micro oven, Induction	
induction cooktop, toaster, rice cooker	
induction, microwave oven, mixer, toaster	
microwave oven, toaster, induction, juice maker	
Micro oven, Induction cooker, Roti maker, Electric kettle	
rice cooker, induction, toaster, microwave oven	
Roti maker, mixer, micro wave	
induction cooktop, rice cooker, toaster, mixer	
induction cooktop, roti maker, rice cooker, toaster	
roti maker, induction cooktop, toaster	

# What is price range you wish to have it (15 responses)



# Kitchen photos of the users

Actual context scenario from real life photos













# Most demnding appliances to be combined

Microwave Oven Induction Cooktop Rice Cooker

Roti Maker Bread Toaster Electric Kettle Mixer

### **Observations from User feedbacks**

### Microwave Oven

- (i) Sideway open front door of microwave oven ruduces accessibility
- (ii) Load distibution of microwave oven is not uniform, concentrated at one side
- (iii) Turntable reduces the area of cooking, though there are lots of space inside which is totally unutilised
- (iv) Cleaning the cooking area is an issue and people are very scared about the turntable which is made of glass, even putting turntable in a proper position is not so intutuive
- (iv) People prefer smooth mechanical knob over press buttons
- (v) Non-uniform cooking and wastage of energy

### **Induction Cooktop**

- (i) Press button is not preferred, because quick reducing of temperature is not possible
- (ii) Only one oven, slower cooking speed

### Rice Cooker

- (i) The inner pan can be with non-stick coating
- (ii) The heating mechanism can be induction method to heat more effectively

### Roti maker

(i) Chapati become very hard after sometime, taste is not good



### Persona

Persona is making representative of the focused group of users to be served. It is very essential to map their background to know touchpoints and accordingly it should reflet in the design process to come up with the desired solution, which can be easily accepted to the users.

### **Persona**



**Type of people**Upper Middle Class
Urban context

**Sex** Female (inclu. housewife & senior citizens)

Nos. of Family Members

3-4 people

Educational Qualification

Literate & able to read and write English

Occupation

Student, Unemployed or Employed in Private or Public sector

**Family Income per month** 

Rs.25000 - Rs.50000

Mobile User | Yes | Smartphone User | Yes/No | Internet User | Yes/No | Familiarity with Electronic Gadgets | Yes/No | Familiarity with Smart User Interface | No

### **Touch points**

It should be Safe | It should be energy-efficient | Pollution free | Simple & User-friendly Control Panel | Space saving | Multi-cuisine

### Persona II



Type of people
Upper Class
Urban context

**Sex** mostly Female

**Nos. of Family Members** 

1-2 people

**Educational Qualification** 

Graduate & fluent in reading and writing

English

Occupation

Employed in Private or Public sector

Family Income per month

Above Rs.50000

Mobile User | Yes Smartphone User | Yes Internet User | Yes Familiarity with Electronic Gadgets | Yes Familiarity with Smart User Interface | Yes

### **Touch points**

It should be Safe | It should be energy-efficient | Pollution free |
Smart Control Panel | Remote Controlling | Smartphone App based
Control system | Recipe Downloading | Space saving | Multi-cuisine



# Strength

Future demand in Indian Upper-middle and Upper class families

Multipurpose - different recipes can be made simultaneously

Pollution free World, as the device is electrical and no fuel is going to be use

### Weekness

For the first time, some people might find this product too complex, as they prefer single functional appliances

### **Opportunities**

There can be different combination of appliances to make the new one.

It can be customisable according to different cultural zones

There can be further accessories to fit

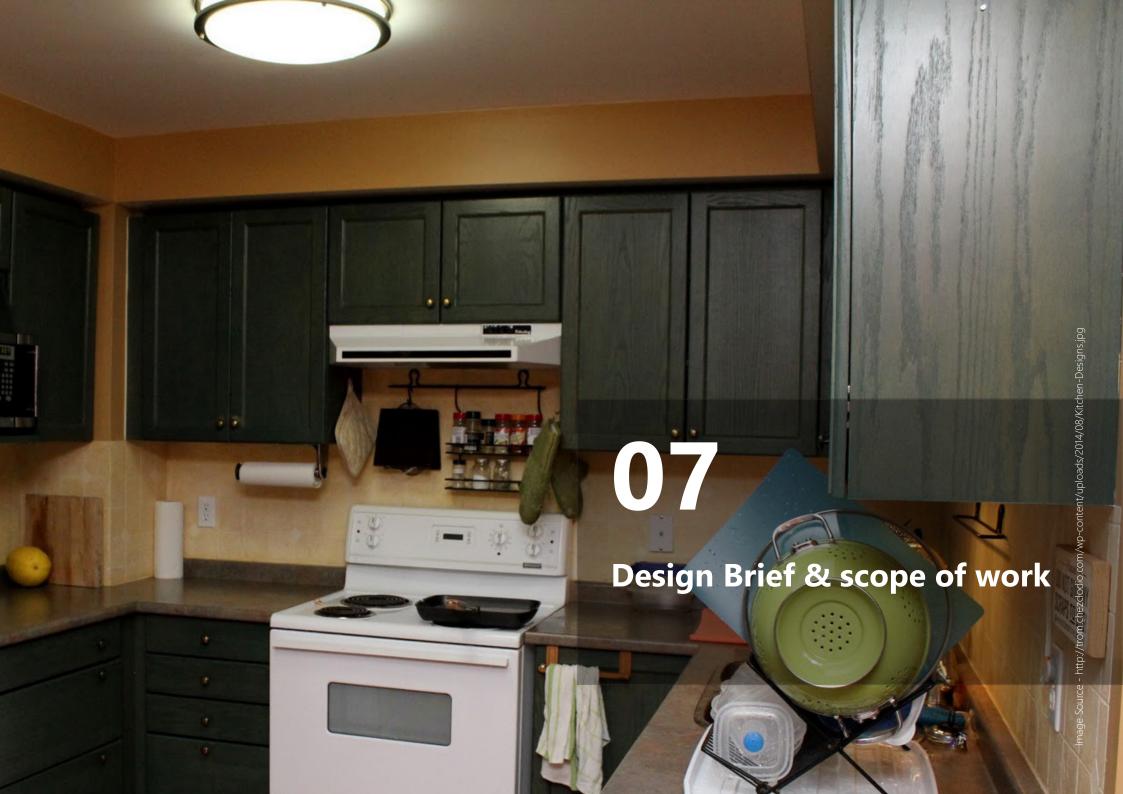
Remote control by mobile app

Memory to store different recipe settings

### **Threats**

Other competitive product after first launch of this type of product

Low cost solution by other company irrespective of product quality



# **Design Brief**

Smart Electronic Kitchen Appliance to make major Indian recipes

- for upper middle class & upper class
- for kitchen size 75-100sqft or bigger
- price range is below Rs.10,000
- quick & hassle-free cooking
- easy to clean
- pollution free

# **Design Brief**

### Core benefits to the users

- (i) Multipurpose All device can be used simultaneously
- (ii) It will save a space considerably Good for small kitchen
- (iii) Time saving obviously, healthy food
- (iv) Affordable and Economic
- (v) Energy efficient
- (vi) Pollution free no CO2 and CO emission
- (vii) "Buy N Install" so the wattage of whole machine should be within the average limit of the households' electric meter

### **User and User Experience related issues**

- (i) Safe no major burning accident, also for children
- (ii) It should be accommodated with different height of Kitchen Top
- (iii) Modularity for clarity of the function
- (iv) Internet of Things (IOT) Mobile App based control and alert system
- (v) Smart and user friendly User Interface
- (vi) May be a "Moving Kitchen" with expandable kitchen top, some storage for spices, utensils & accessories
- (vii) Touch sensored Compact control panel (may be gesture sensored also)
- (viii) Pre-fed menu list in the memory which can assist novice users and also can interact in some case
- (ix) It should be felt as a member of the family.

### **Design Brief**

### **Ergonomics related issues**

- (i) All the functions should be in the easy reach of the user (in this case Standard Indian)
- (ii) As the preliminary working condition is Kitchen, it should fit with the environment and should give a pleasant experience.
- (iii) The machine should not give high cognitive load to the users.

### Manufacturing related issues

- (i) The parts should be easily manufacturable or may be the same which they are using now, minimal changes in Process Line
- (ii) Modularity in Design, to maintain and service easily
- (iii) The materials should be adequately heat resistant and hygiene should be assured.
- (iv) Durable enough.

### **Design Opportunity**

From the above scenario and affordability power of the people, there is a very good opportunity to design a very compact & smart device which will have the major electronic devices for kitchen utility purposes with some other necessary attributes.









### Scope of Work

To assemble all the electronic kitchen devices into a single platform or device which will cater most of the necessary functions to fulfill maximum user needs.

For that the process should be followed is given below:

- (i) Detail study of the mechanism of each device
- (ii) Detail study of the parts and assembly process
- (iii) Abstracting common & optional parts
- (iv) Research for new technologies and materials
- (v) Repositioning different items
- (vi) Assembling in a single device with accessories
- (vii) Incorporating User Experience Factors & Safety issues
- (viii) Concept generating for the Product Form
- (ix) Making (& Testing) the actual product considering aesthetics according current market trend
- (x) Further addition of values through different attributes

### **Existing Product**

Elite by MaxiMatic (US based company) manufactures 3 in 1 Breakfast Makers having Toaster Oven, Coffee maker and Griddle.

Price range: \$30-60, in India much more - Rs.6000+

### **Toaster Oven**

- 500 Watts
- 15-minute Timer Control
- Temperature Control Settings
- Indicator Light

### Coffee maker

- 650 Watts
- Swing-out Filter Compartment
- Pause-N-Serve Anti-drip feature
- 4-6 Cup capacity

### Griddle

- 6-inch diameter frying griddle
- Uses energy and heat from toaster oven





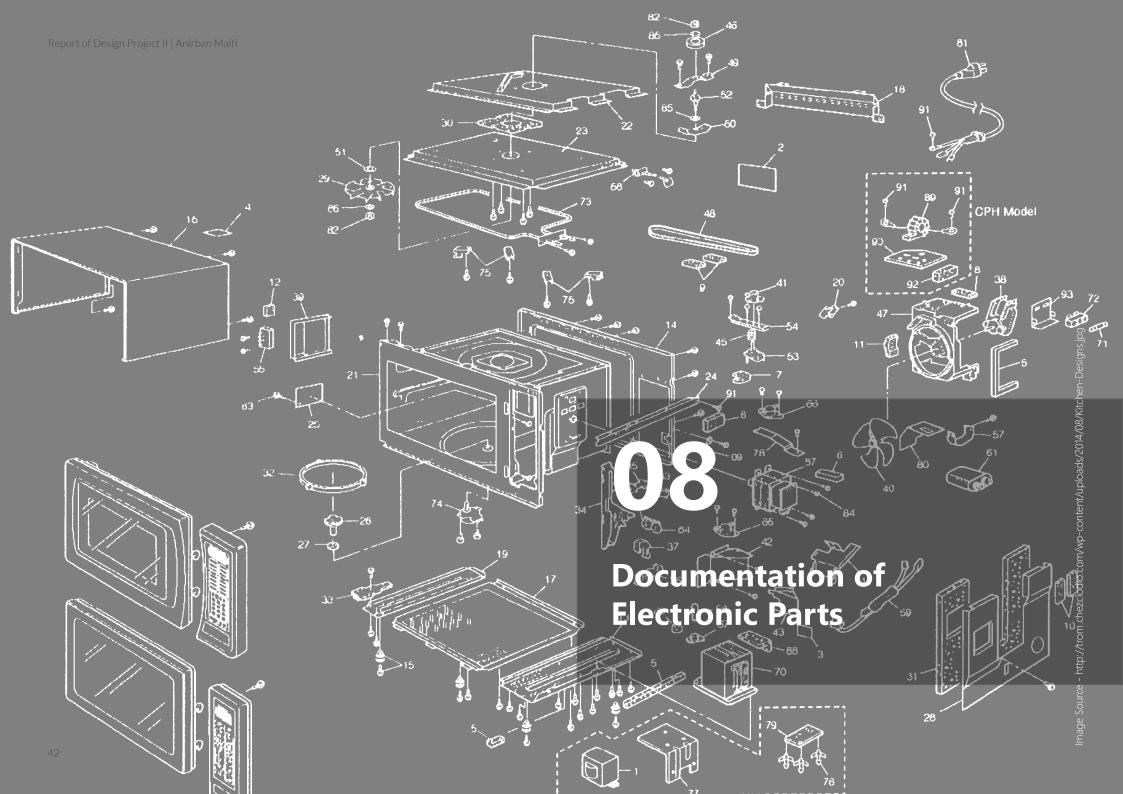






Timings	Food Items	Device needed	
		Primary	Secondary (optional)
Breakfast	Bread Toast	Toaster	Microwave Oven
Tiffin	Pao Bhaji	Induction Cooktop	
	Egg Toast	Induction Cooktop	
	Sandwitch (grilled)	Sandwitch maker	Microwave Oven
	Boiled Egg	Egg Boiler	Electric Kettle,
			Induction Cooktop
	Omlet, Anda bhurji	Induction Cooktop	
	Chapati/Roti	Roti maker	Induction Cooktop
		Steamer,	
	Plain paratha/ Aloo paratha	Induction Cooktop	
	Puri bhaji	Induction Cooktop	
	Egg/Chicken/Mutton Roll	Induction Cooktop	
	Maggi/Noodles	Induction Cooktop,	
		Steamer	
	Dosa	Mixer/Grinder,	
		Induction Cooktop	
	Idli	Idli maker,	Steamer (with mould)
		Mixer/Grinder	
	Dal vada	Mixer/Grinder,	
		Induction Cooktop	
	Momos	Steamer	
	Coffee	Coffee maker	Induction Cooktop
	Tea	Electric Kettle	Induction Cooktop
	Cake	Microwave Oven	
	Pop corn		Induction Cooktop
	Fruit Juice	Juicer	
Lunch	Rice	Rice maker	Induction Cooktop
Dinner	Fried Rice	Rice maker	Induction Cooktop
	Biriyani	Rice maker	Induction Cooktop
	French fries	Induction Cooktop	
	Dal	Induction Cooktop	
	Vegetables	Steamer	Induction Cooktop
	Egg Curry	Microwave Oven	Induction Cooktop
	Fish Fry/Curry	Induction Cooktop	Microwave Oven
	Chicken items	Microwave Oven	Induction Cooktop
	Mutton items	Microwave Oven	Induction Cooktop
	Pizza	Microwave Oven	Induction Cooktop

# Commonly used Electronic Kitchen Appliances for Indian Foods









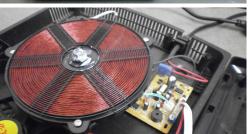
















### **List of Electronic Parts**

### Parts from Microwave Oven & space needed

- (i) Magnetron 75mmx75mmx40mm
- (ii) Capacitor 100mmx 50mmx25mm
- (iii) Diode 20 dia x 100mm
- (iv) Transformer 100mmx80mmx100mm
- (v) Cooling Fan 125mm diax25mm
- (vi) Microwave antenna & waveguide
- (vii) Turntable and metal shield box
- (viii) Electric Circuit 75mmx75mmx125mm
- (ix) Control panel

### Parts from Induction Cooktop with dimensions

- (i) Insulated Gate Bipolar Transistor (IGBT)-150x75 mm
- (ii) Central Processing Unit 150mm x 75mm
- (iii) Inductors(coil with heat sensor) 150mm dia
- (iv) Cookware sensor 35mm dia(v) Cooling Fan 120mm dia
- (vi) Electric Circuit & control panel 210x45mm

### **List of Electronic Parts**

### Parts from Rice Cooker

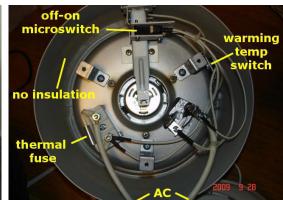
- (i) Thermocouple thermal sensing device
- (ii) Electric Heating plate
- (iii) Inner Cooking Pan
- (iv) Electric Circuit & control panel

for electrical parts overall space needed 75mm x dia of rice cooker









### Parts from Roti Maker

- (i) 2nos. of Heater (125mm dia)
- (ii) 2nos. of Heating Plate (200mm dia)



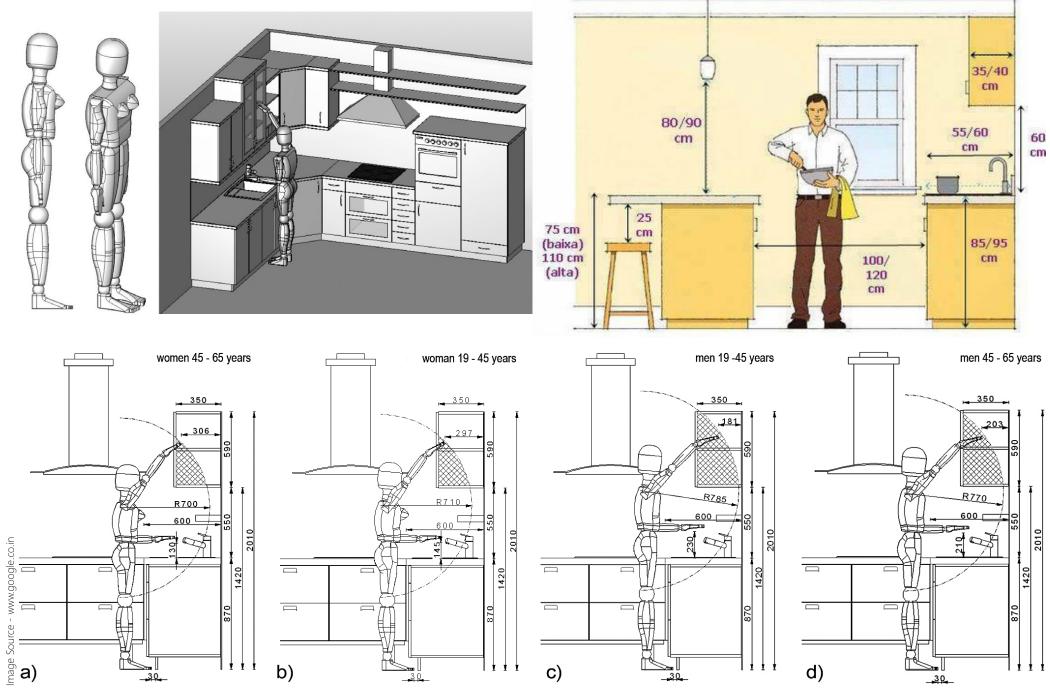


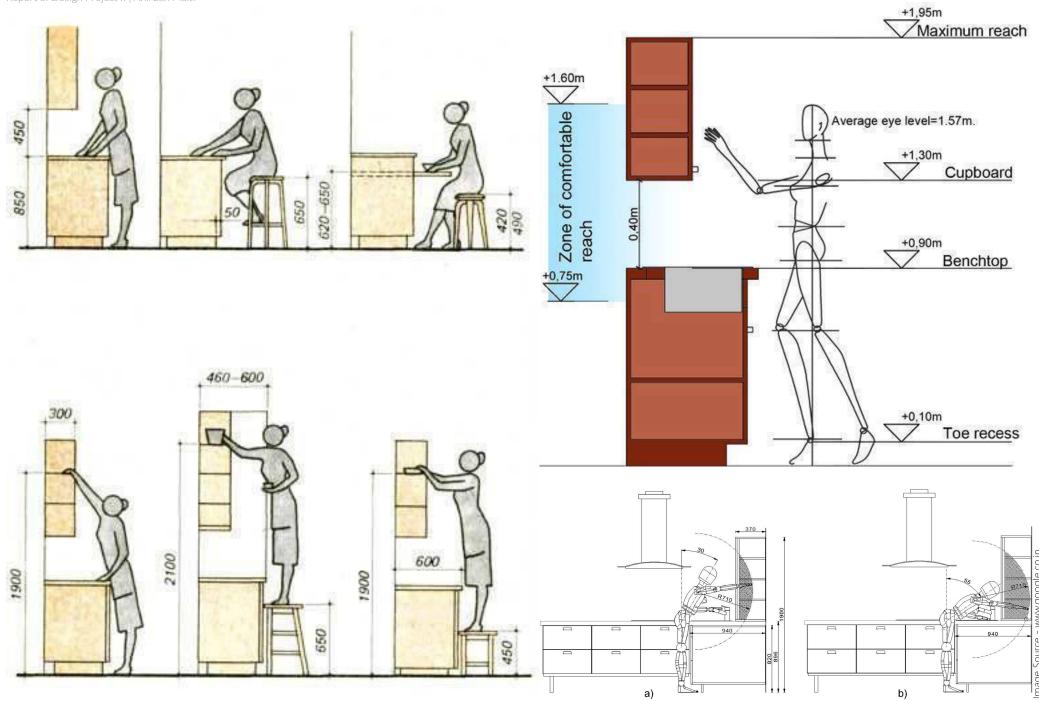


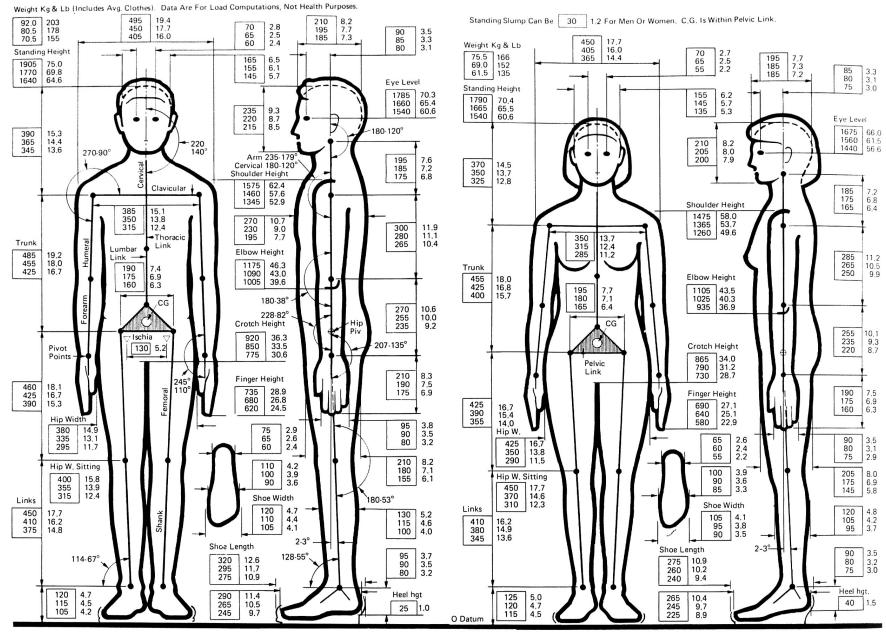
# HOW A RICE COOKER WORKS











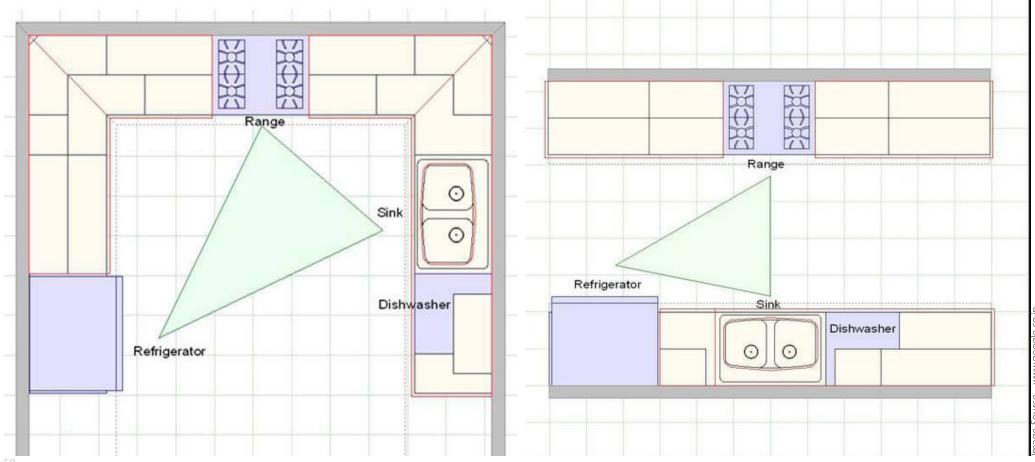
Male and female standing heights (including shoes):

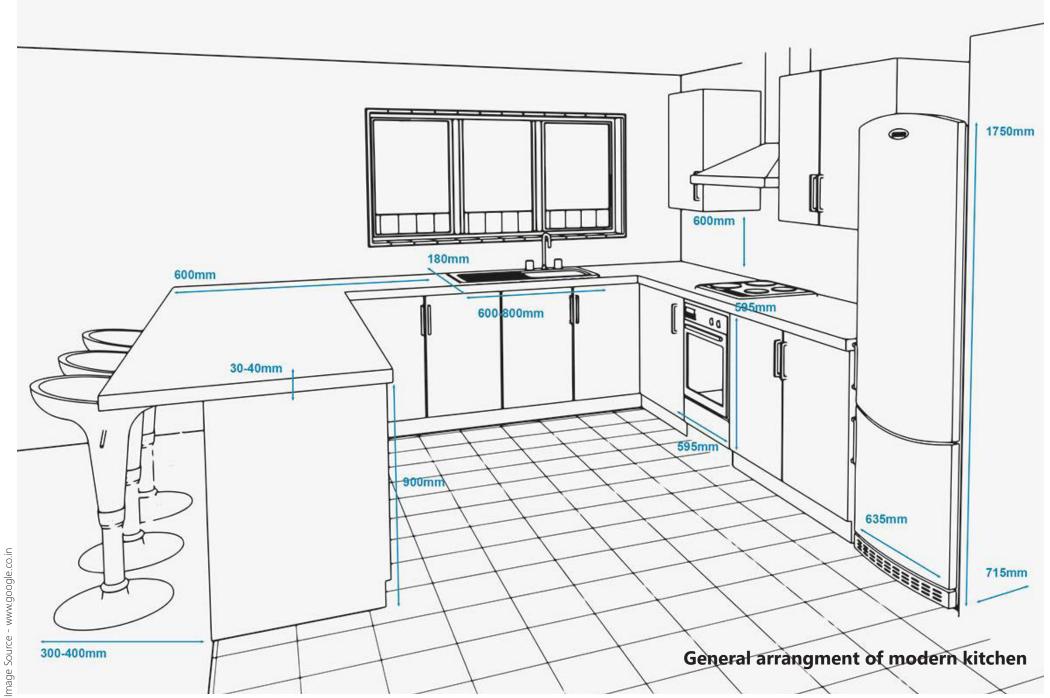
#### Dimensional notation system:

1000 39.3 Numbers appearing in boxes are measurements 100 3.9 in millimeters. Numbers outside boxes are 25.4 1.0 measurements in inches.

### **General arrangment of modern kitchen**

It is very important to know modern kitchen arrangment and what is work flow of the cook, which can also be desiged ergonomically to give for comfortability.





### **Inferences from Anthropometric Study**

- 1. Average height of Kitchen Tabletop is 750-900mm
- 2. Average width of Kitchen Tabletop is 600mm
- 3. Comfortable height for cooking 900-1050mm
- 4. Zone of comfort in height 750-1600mm
- 5. Maximum reach(vertical) is 700mm diameter area from the shoulder
- 6. Maximum reach(horizontal) is 1200mm

Ideal dimension for the new appliance 900mmx600mmx450mm (if in one enclosure), otherwise according to customizable to kitchen top and overall arrangement of the kitchen.

policeman or social wa

# patent document granting the e Patents & Papers Study ade or held under

### 1. Intelligent Electric Kettle

Name of the Inventor: Wing Chung Li Patent No: US 20110259871 A1 Publication Date: 27 October 2011

### 2. Attention-Based Design of Augmented Reality Interfaces

Name of the Inventor: Leonardo Bonanni, Chia-Hsun Lee, Ted Selker from MIT Media Laboratory

Published in: CHI 2005

### 3. Kitchen Robot with smart mixing Arm

Applicant: SIGMA-DELTA N.V Inventor: Duchatelet Roland

European Patent No: 0 589 093 A1 Publication Date: 30 March 1994

### 4. Apparatus and Method for a Smart Kitchen Appliance

Name of the Inventor: Bruce Ancona, Rober A Varakian from

NY, USA

Patent No: US 2002/0009016 A1 Publication Date: 24 Jan-

uary 2002

# 5. Smart Ultrasonic Device for vitro-ceramic Cooker safety control

Name of the Author: Lazaro, A., Serrano, I., Guardado,

F.J. and Herrero, R.

Published at: 7th IEEE International Conference, 1999

### 6. Collapsible type telescoping hidden laying vessel device

Name of the inventor: ????

Patent No: CN201267410Y Publication Date: 08 July 2009

### 7. Multifunctional Kitchenware Frame

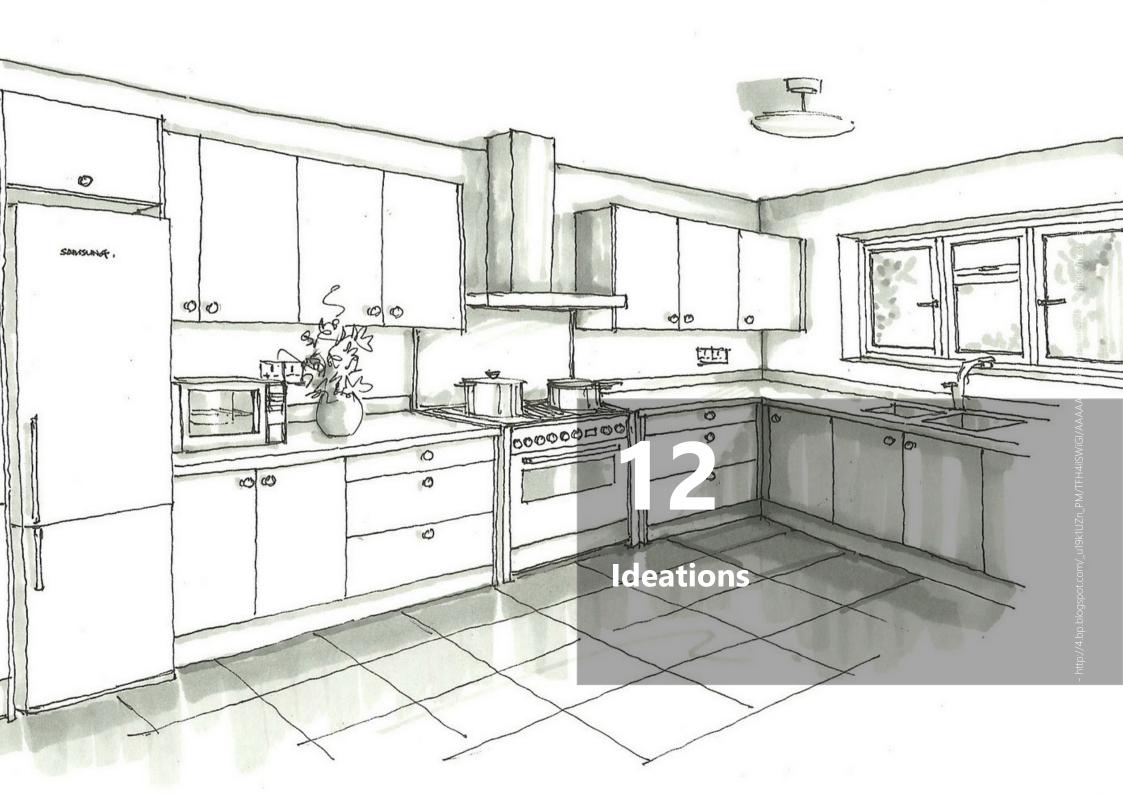
Name of the inventor: ??

Patent No: CN201469103U Publication Date: 19 May 2010



### **New Technological Interventions**

- 1. Flatbed Design with position and change in mechanism of microwave antena to spread uniformly
- 2. Smart User Interface with appropriate balance between mechanical and electronics part to make it more affordable
- 3. Two nos of Induction Cooktop to give a feel of gas oven
- 4. Easy accessibilty to open the door and load food inside
- 5. Digital Childlock System
- 6. Internet of Things, Remote Control from Smartphone



# **Image Board for Microwave Oven**























## **Image Board for Induction Cooktop**

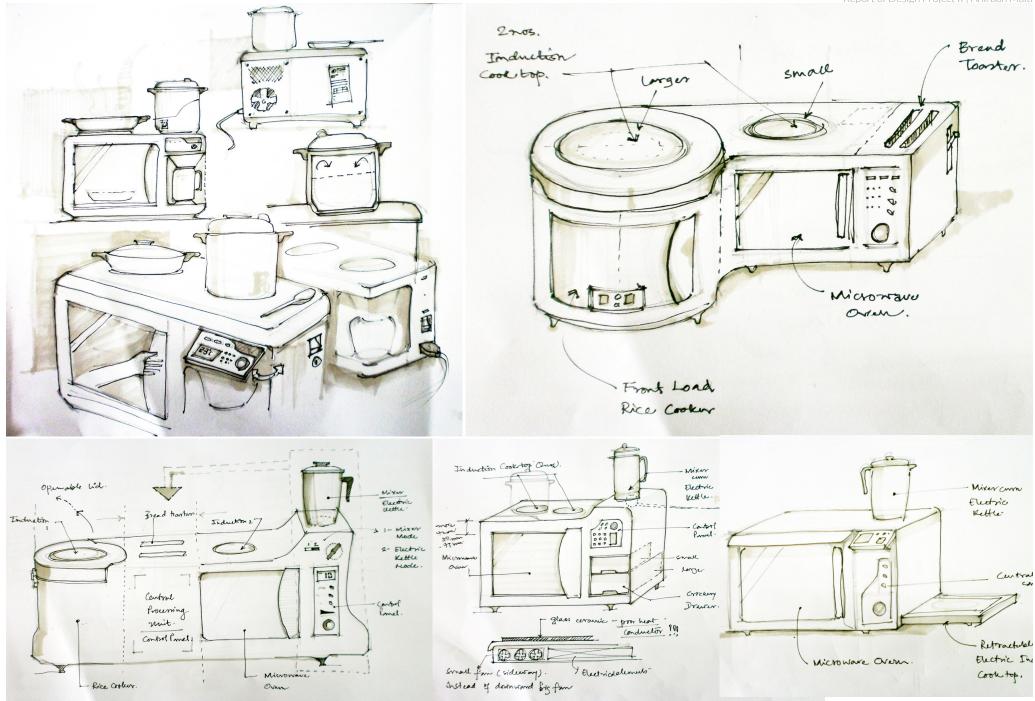


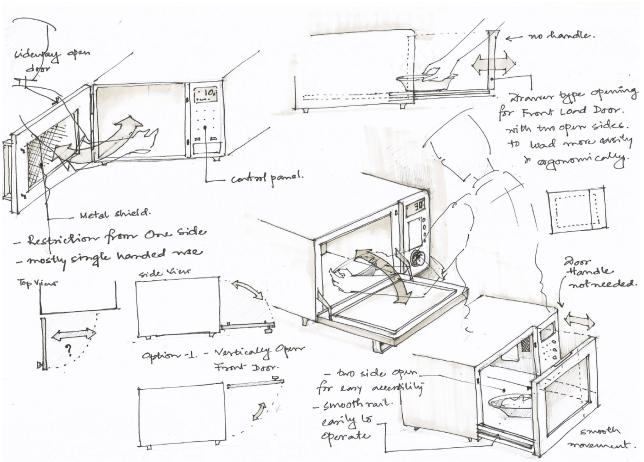
# **Image Board for Rice Cooker**

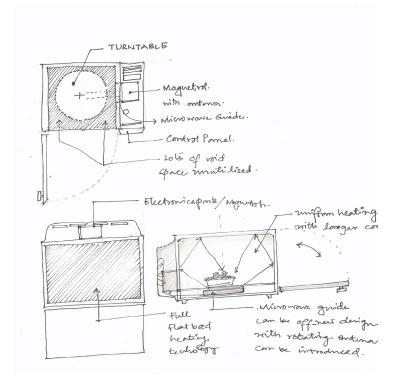


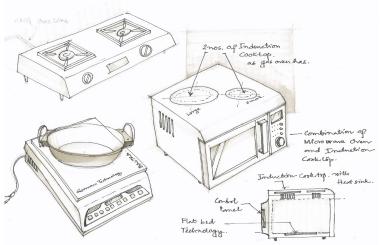
## **Colour Pallate for Kitchen Interior and Kitchen Appliances**



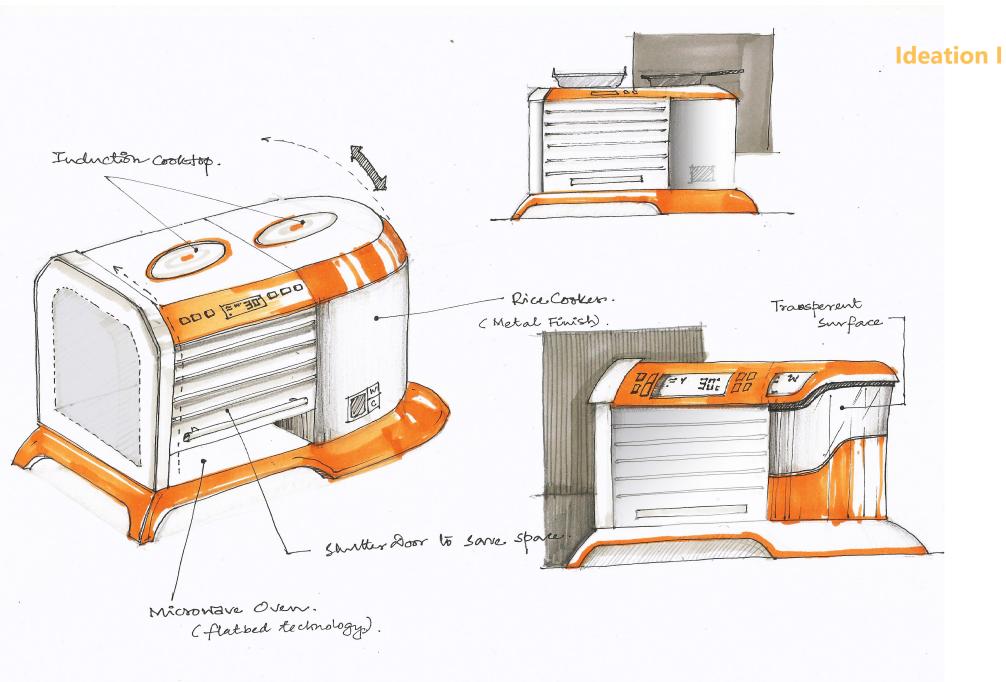




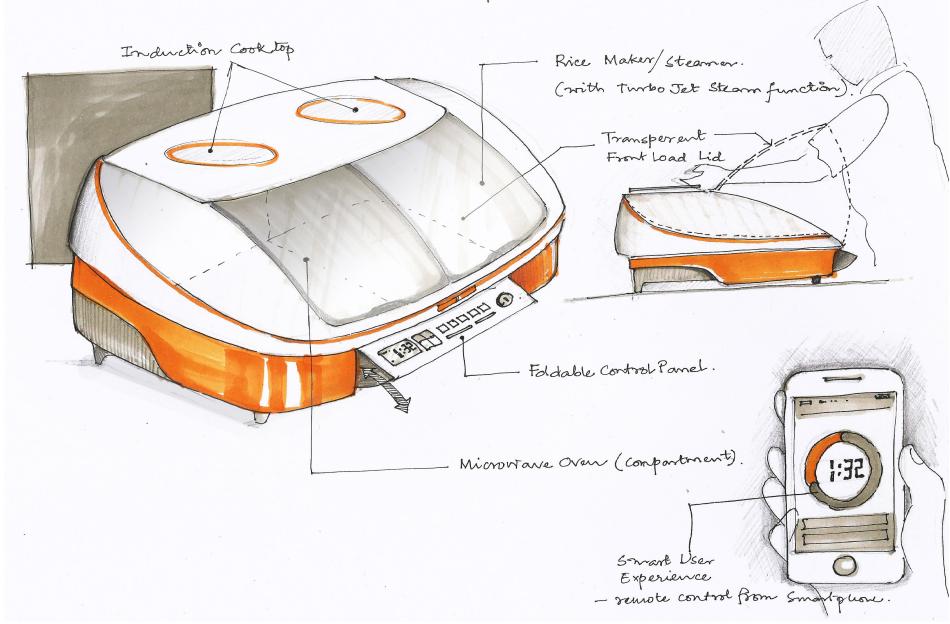




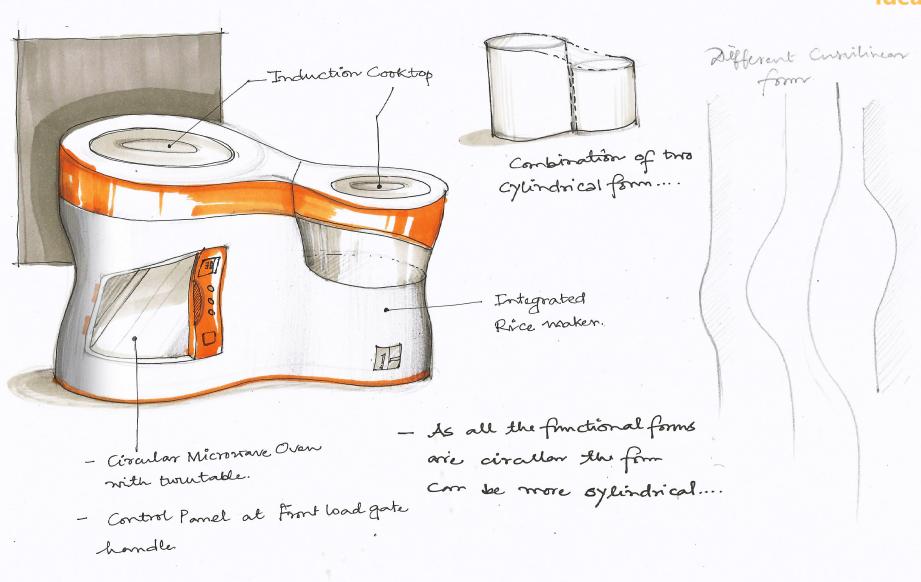
### **Preliminary Ideations**

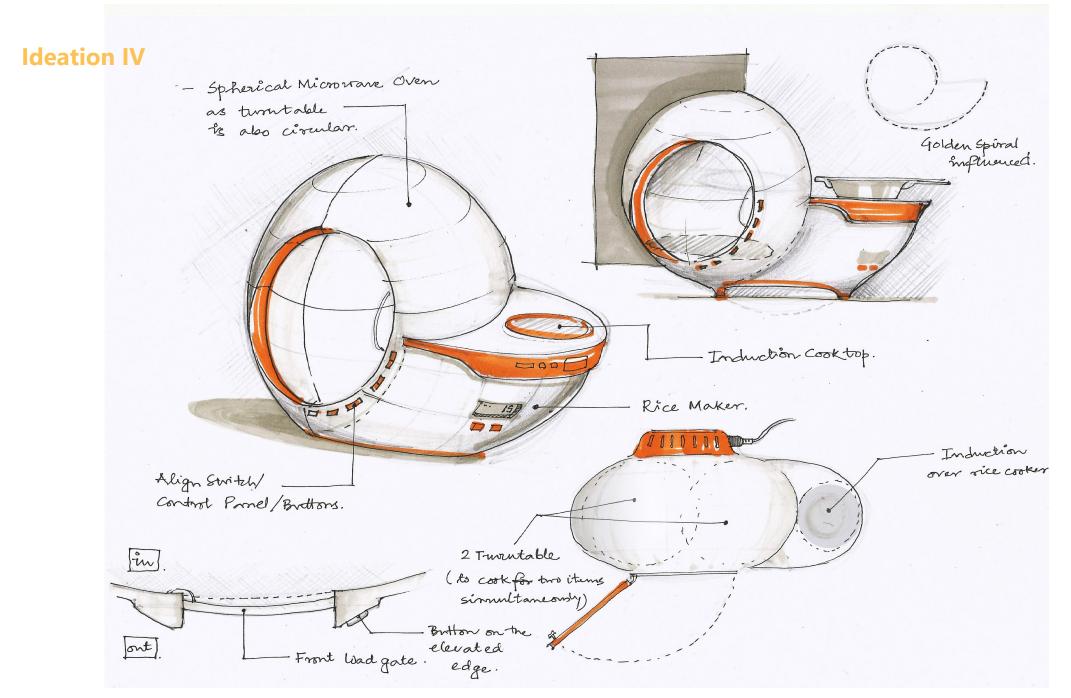


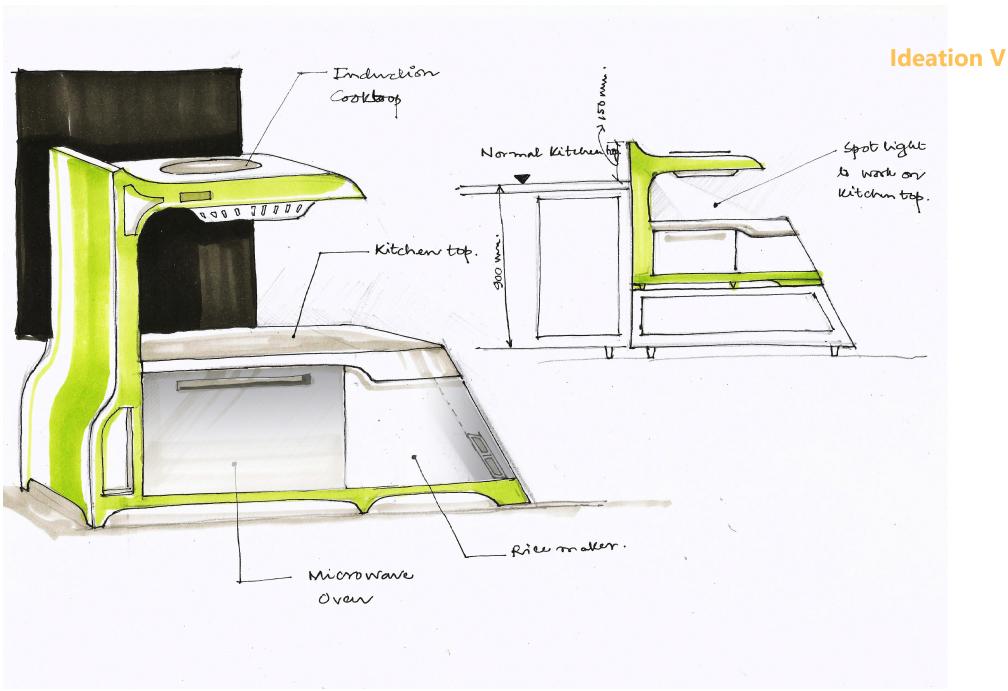
### **Ideation II**



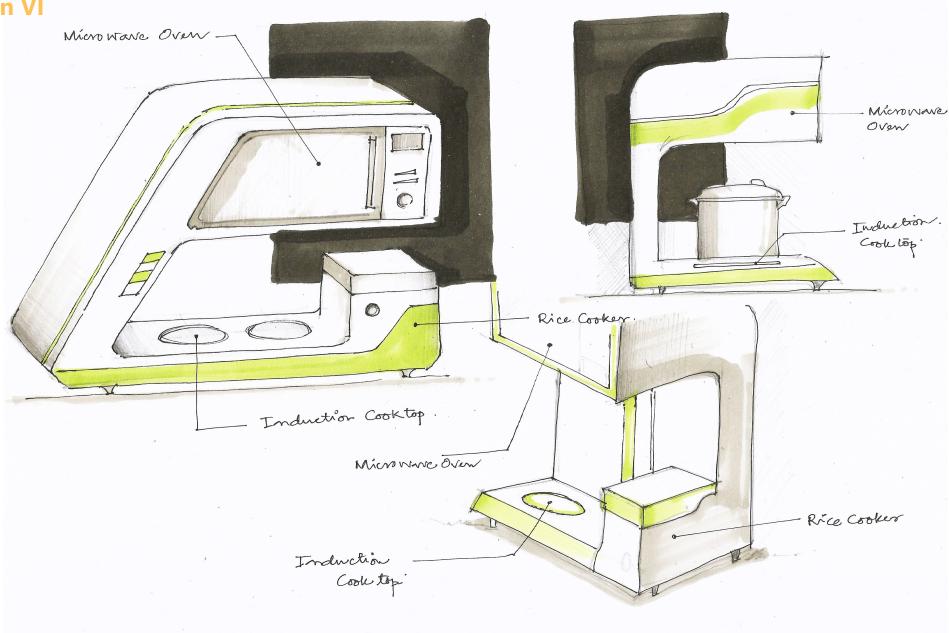
### **Ideation III**

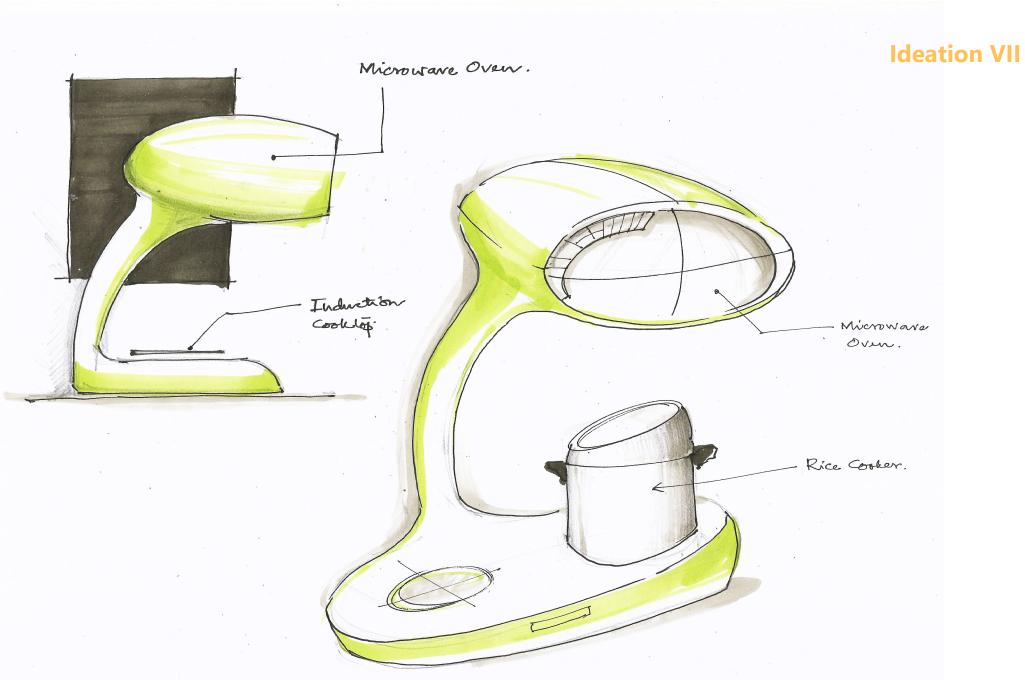




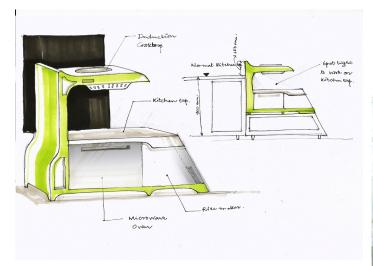


### **Ideation VI**





# **Prototypes of Priliminary Finalised Idea**









# **Current Trend Study through Visual Perception**

It is a tool which we can use to make trend graph to know current trend and also to focus desired domain of working. According to that product styling and design language can be pointed out and innovation new product to fit in that domain, which influenced in generating further ideations.





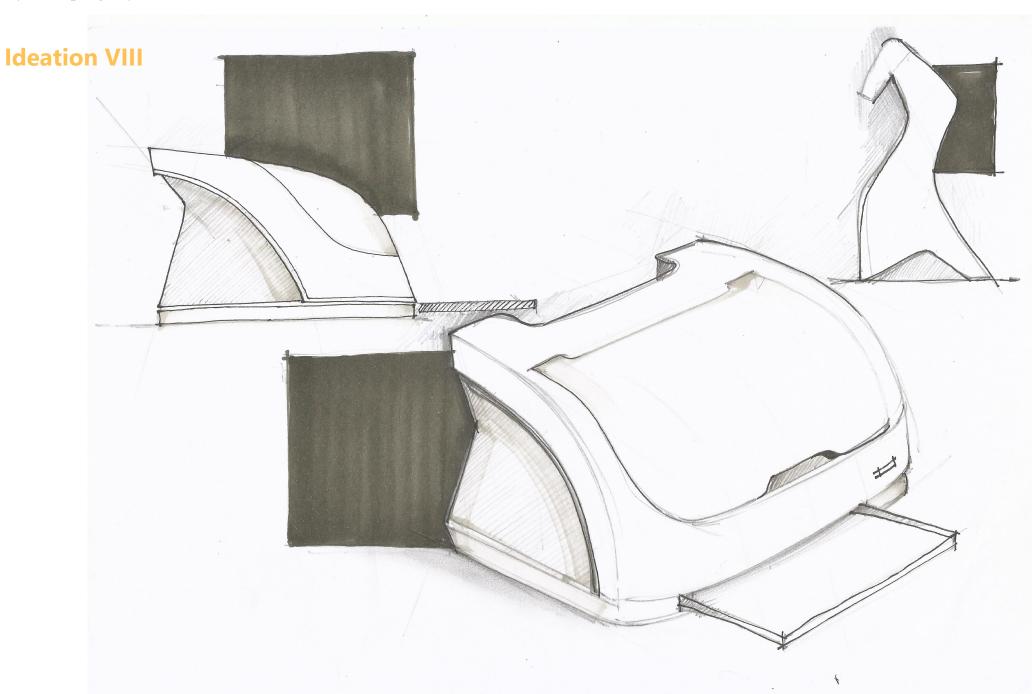


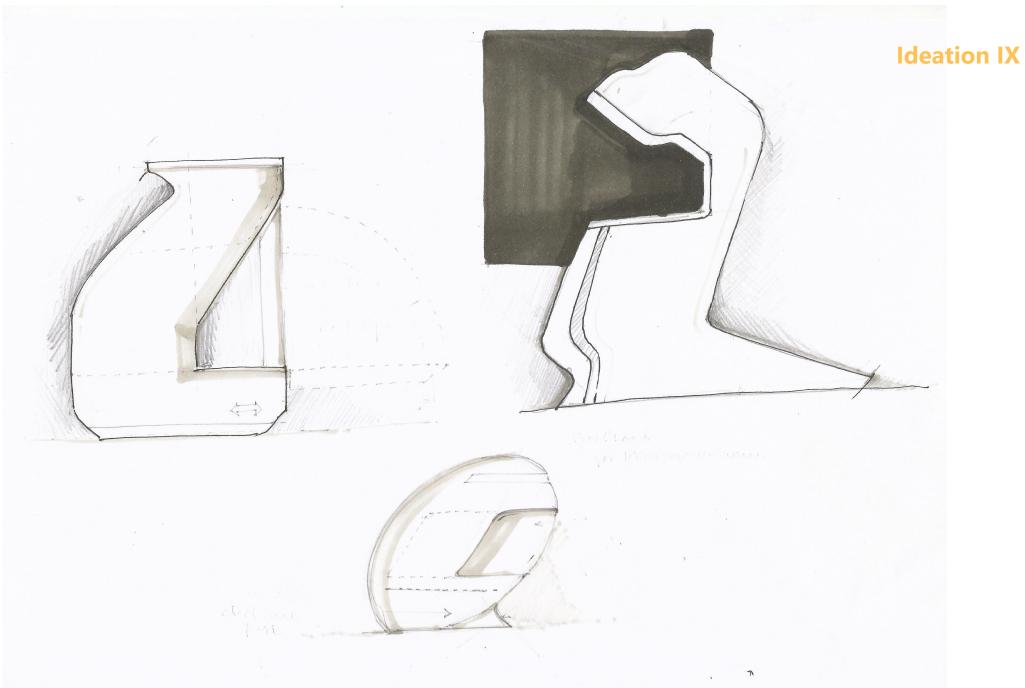




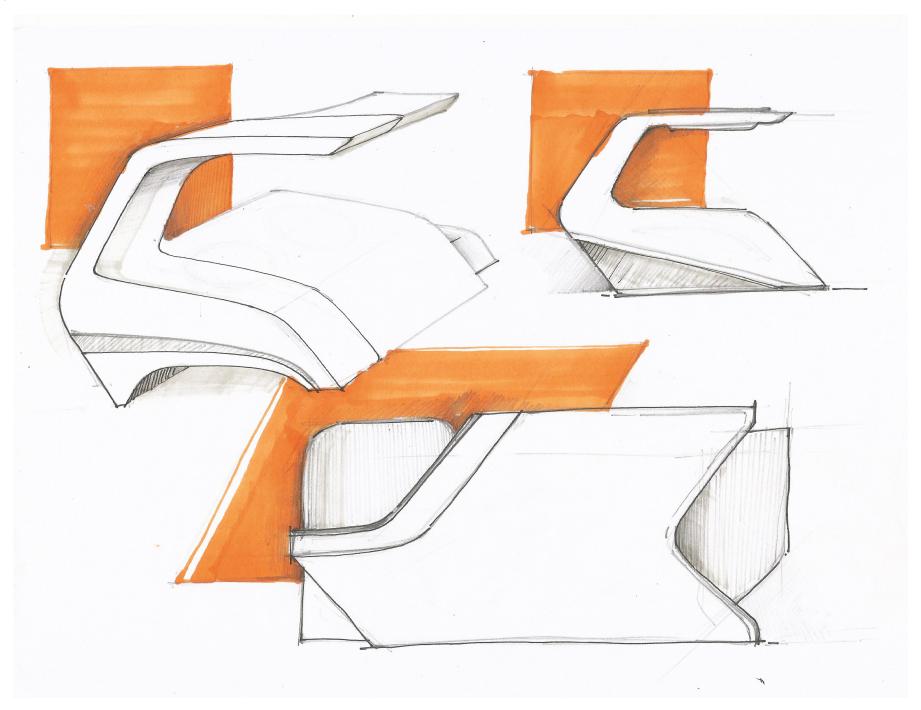


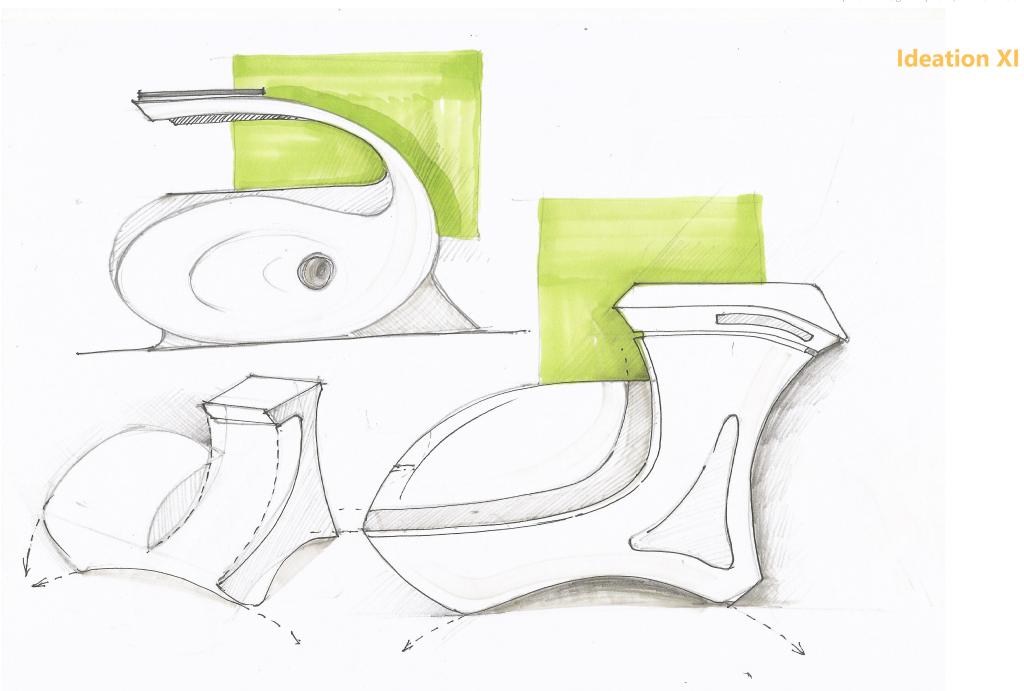




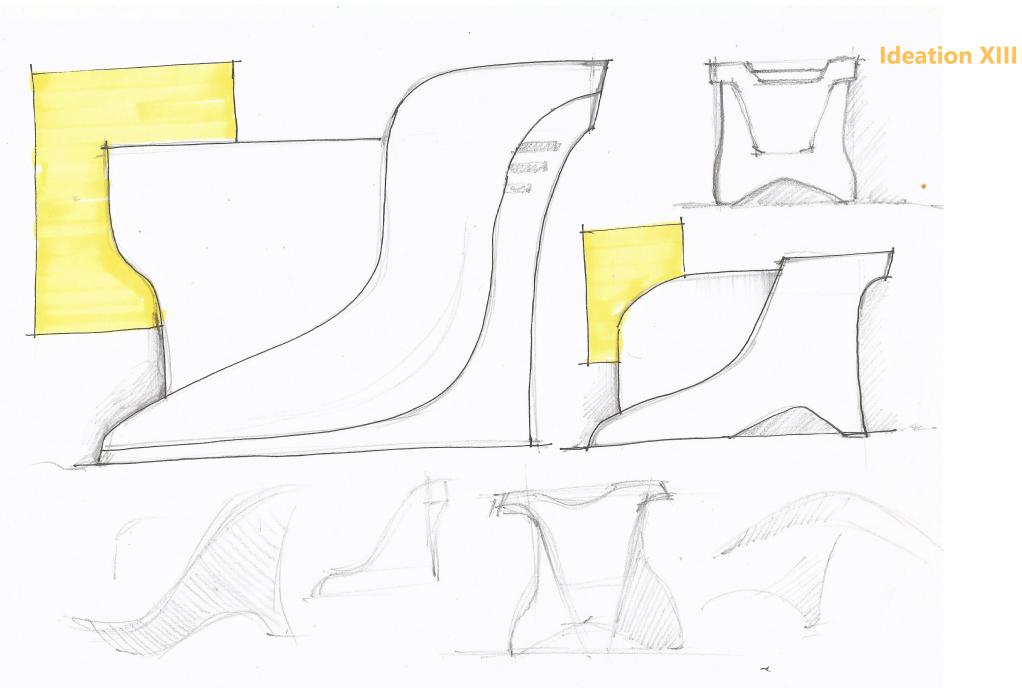


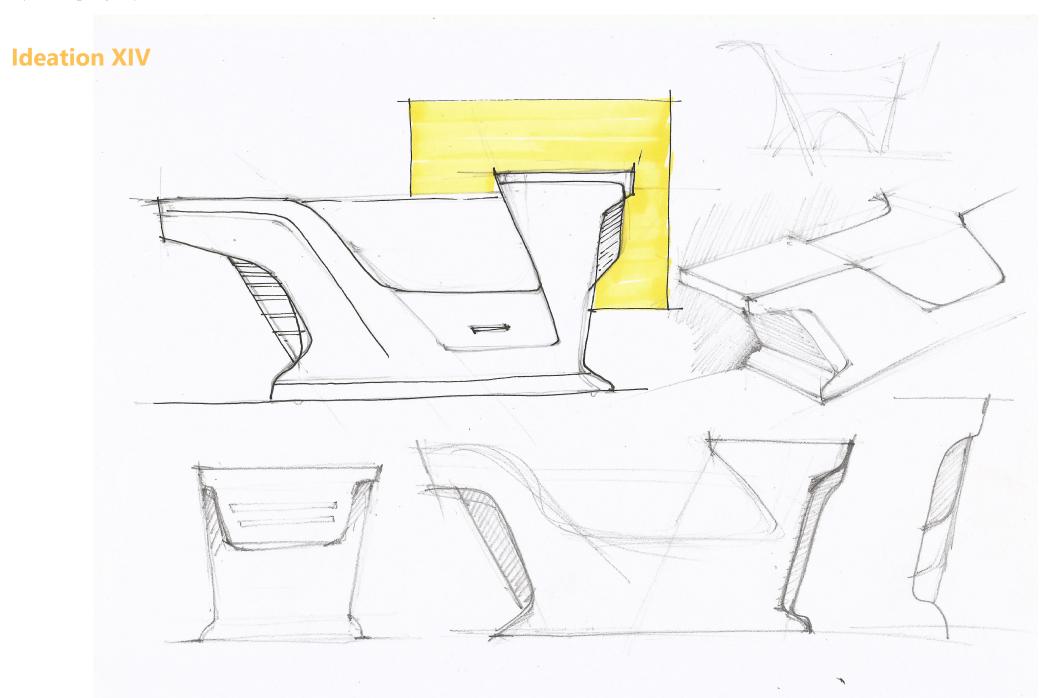
# **Ideation X**

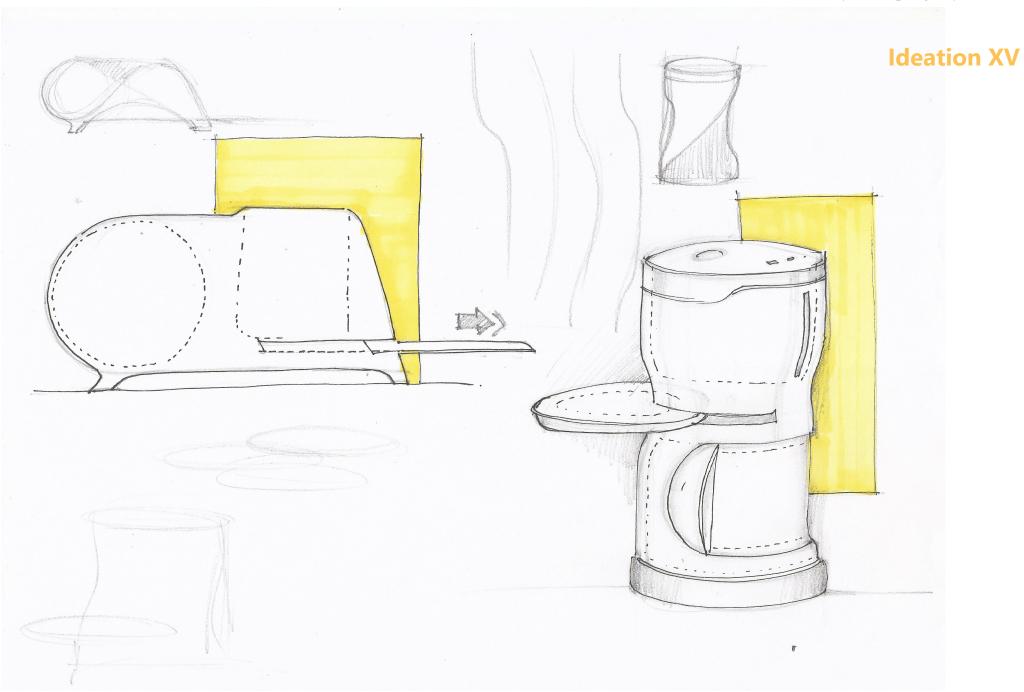


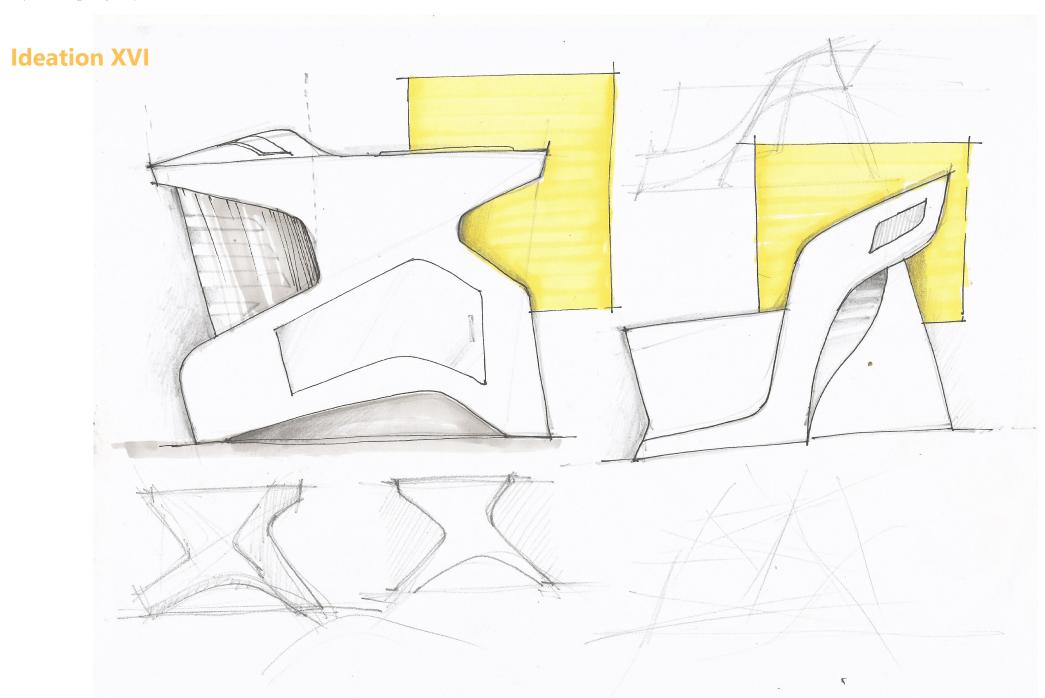


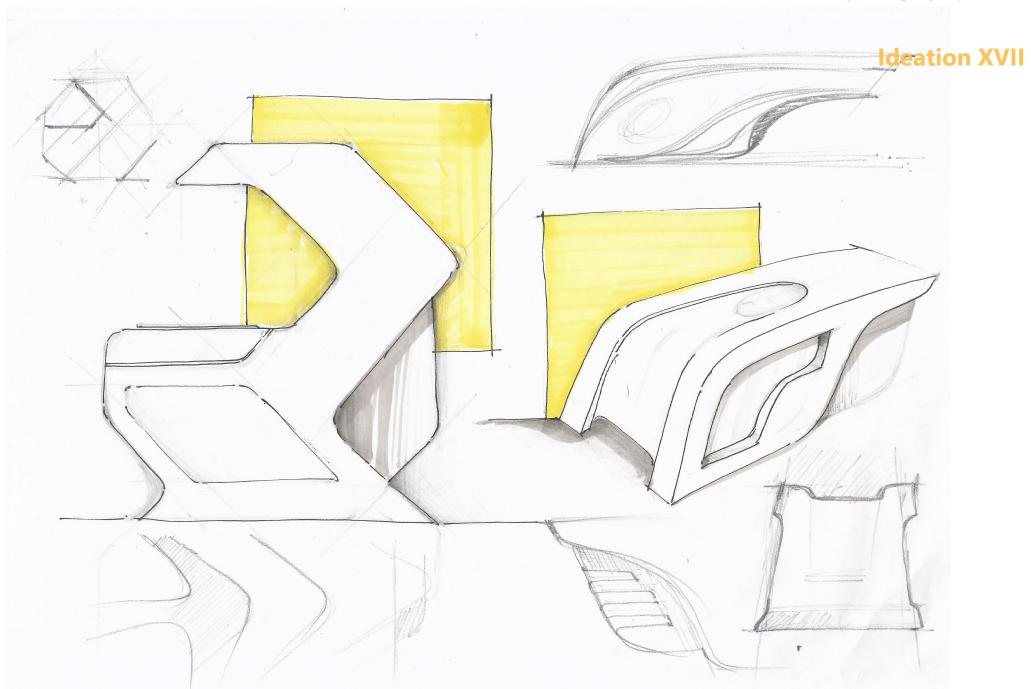
# **Ideation XII**











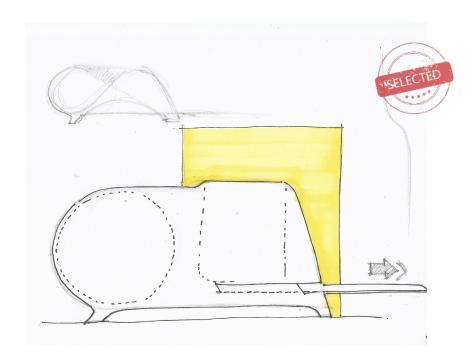
# **Evaluation of Ideations**

Cl. N.	Functioncal Aspects						Aesthetical Aspects						
SI. No.	Concepts	Functions	Features	Assesibility	User Interface	Experience	Overall Appearance	Form	Colour	Finish	Line Quality	Balance	(given by users)
1		Microwave Oven, Induction Cooktop, Rice Cooker	Turntable - Cost effective, cheaper	From Frontside only	Central Control Panel	Different loading experience	Desktop printer influence form as Table top kitchen appliance	Almost conventional form	Grey with bright contrast colour	Metallic finish	Sharp looking, small radius fillet treatment to the edges	Balanced	9
2	(3) R	Microwave Oven, Induction Cooktop, Rice Cooker	Flatbed Technology - Costly	From Frontside only	Central Control Panel	No new experience	Not so Appealing	Almost conventional form	Grey with bright contrast colour	Metallic finish	Sharp looking, small radius fillet treatment to the edges	Visually Imbalanced	10
3		Microwave Oven, Induction Cooktop, Rice Cooker	Turntable - Cost effective, cheaper	From Frontside only	Central Control Panel	No new experience	Automotive influened, smooth transition of form	Interesting form	Grey with bright contrast colour	Metallic finish	Sharp looking, small radius fillet treatment to the edges		3
4		Microwave Oven, Induction Cooktop, Rice Cooker	Flatbed Technology - Costly	From three side	Central Control Panel	Smooth form	Smooth curvilinear form	Unconventional form	Grey with bright contrast colour	Metallic finish	Gross looking, small radius fillet treatment to the edges		4
5		Microwave Oven, Induction Cooktop, Rice Cooker	Flatbed Technology - Costly	From Frontside only	Central Control Panel	No new experience	Dynamic Form - appealing	Almost conventional form		Metallic finish	Sharp looking, small radius fillet treatment to the edges	•	2
6		Microwave Oven, Induction Cooktop, Rice Cooker	Flatbed Technology - Costly	From Frontside only	Central Control Panel	No new experience	Smooth curvilinear form	Almost conventional form	Grey with bright contrast colour	Metallic finish	Sharp looking, small radius fillet treatment to the edges		8

# **Evaluation of Ideations**

SI. No.	Concepts			Functioncal As	pects			Ranking					
31. NO.	Concepts	Functions	Features	Assesibility	User Interface	Experience	Overall Appearance	Form	Colour	Finish	Line Quality	Balance	(given by users)
7	A THE	Microwave Oven, Induction Cooktop, Rice Cooker	Flatbed Technology - Costly	From Frontside only		No new experience	Terracotta horse influenced	Almost conventional form	Grey with bright contrast colour	Metallic finish	small radius fillet treatment to the edges		7
8		Microwave Oven, Induction Cooktop, Rice Cooker	Turntable - Cost effective, cheaper	From two side	Panel for Microwave Oven and rice cooker, induction cooktop will have separately	induction cooktop with	Simple, clean appeal, functions easily communicated	Almost conventional form	Grey with bright contrast colour	Metallic finish	small radius fillet treatment to the edges		1
9		Microwave Oven, Induction Cooktop, Rice Cooker	Flatbed Technology - Costly	From Frontside only		No new experience	Automotive influened, smooth transition of form	Unconventional interesting form	Grey with bright contrast colour	Metallic finish	small radius fillet treatment to the edges		6
10		Microwave Oven, Induction Cooktop, Rice Cooker	Flatbed Technology - Costly	From three side	Central Control Panel	Different function at different side	Automotive influened, smooth transition of form	Unconventional interesting form	Grey with bright contrast colour	Metallic finish	small radius fillet treatment to the edges	,	5





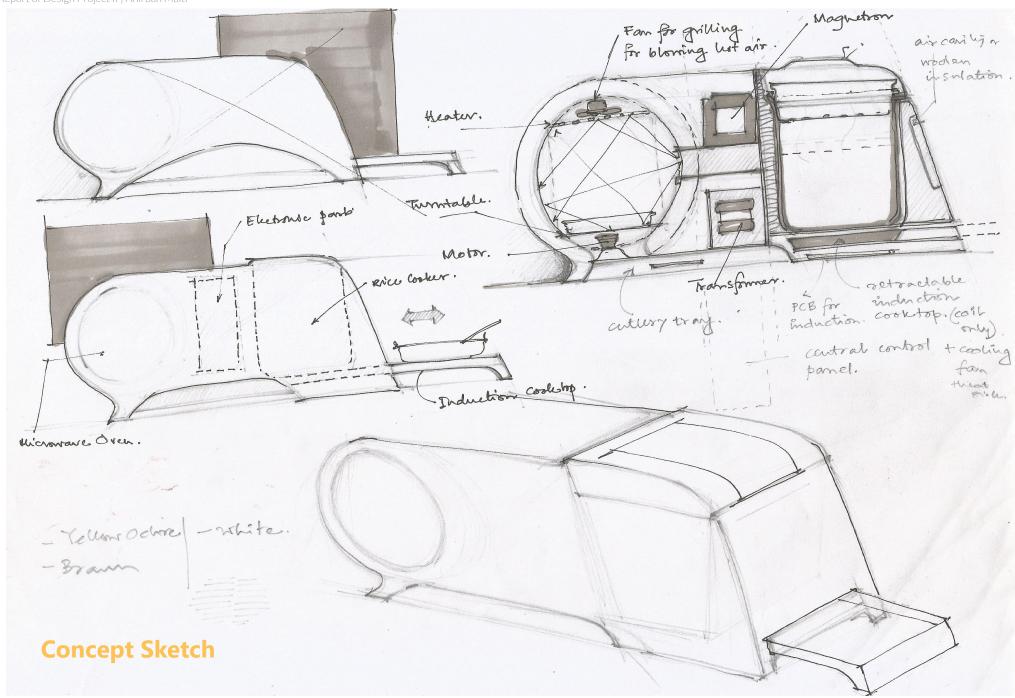
# **User Feedback & Concept validation**

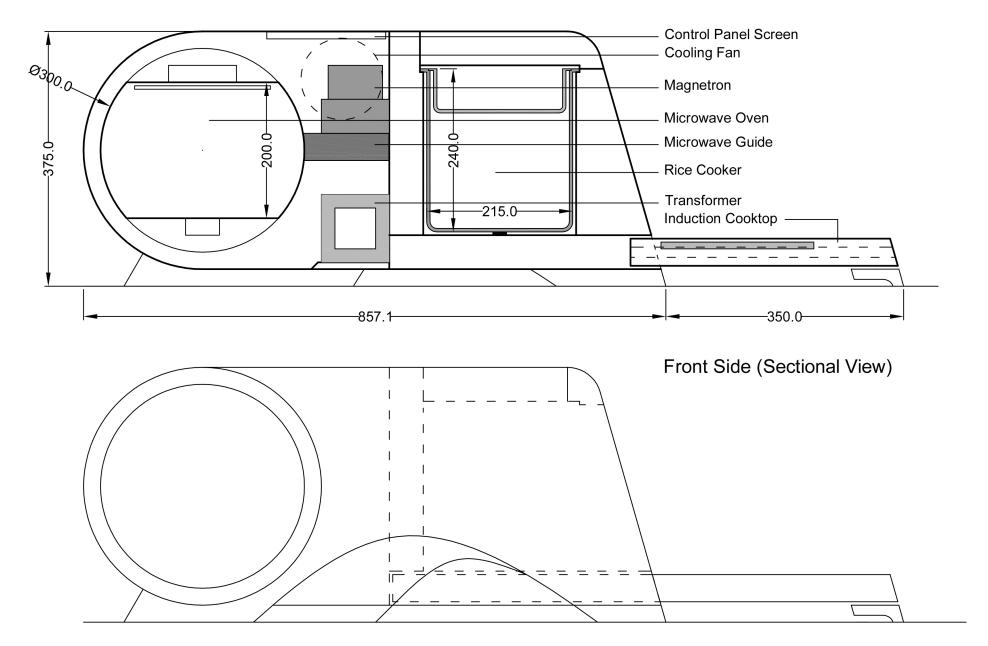
- (i) New but Simple & Clean Form, Visually balanced
- (ii) Easy to understand different functions
- (iii) Try to put basic function at its own position
- (iv) Easy to clean or maintain
- (v) Smart User interface
- (vi) Remote Control through specific Application via Smartphone
- (vii) Graphic Design preferably minimal floral pattern
- (viii) Should go with kitchen ambience
- (ix) Feel proud to show others, main attraction point of kitchen
- (x) Well thought User Experience



# **Good Design principles by Dieter Rams**

- (i) Is Innovative
- (ii) Makes a product useful
- (iii) Is Aesthetics
- (iv) Makes a product understandable
- (v) Is Unobtrusive
- (vi) Is Honest
- (vii) Is Long-lasting
- (viii) Is thorough down to the last detail
- (ix) Is environmentally friendly
- (x) Is as little design as possible

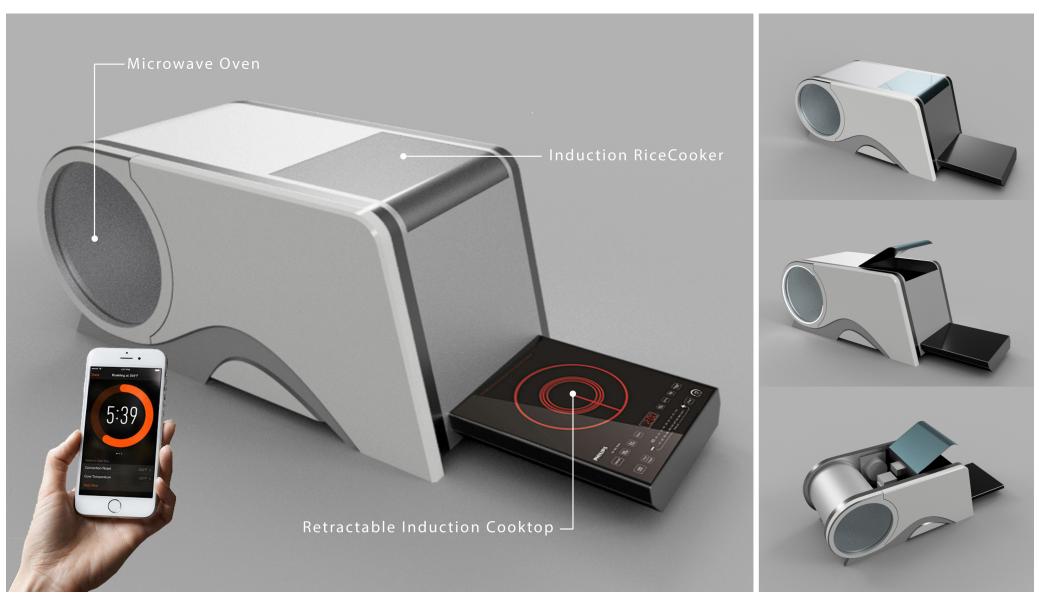




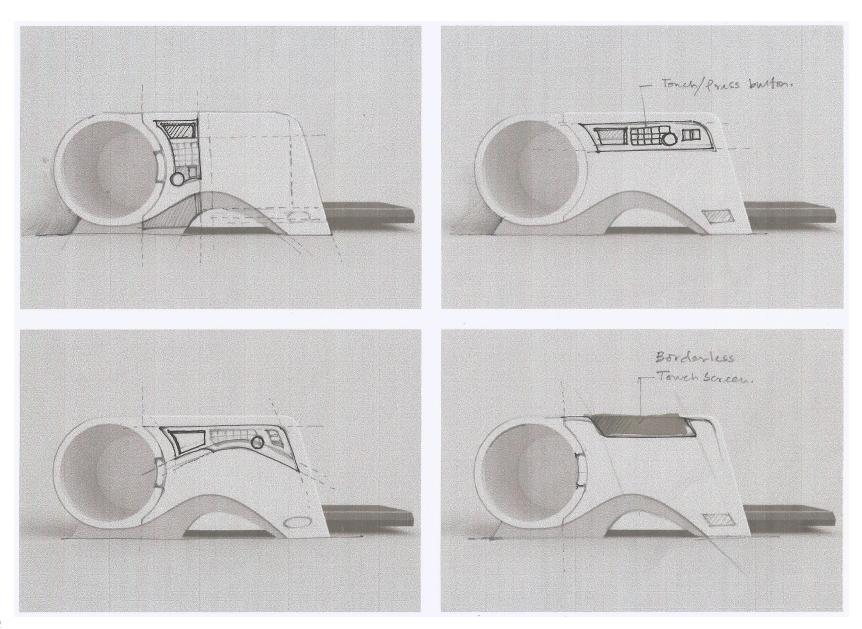
# **Concept Drawing**

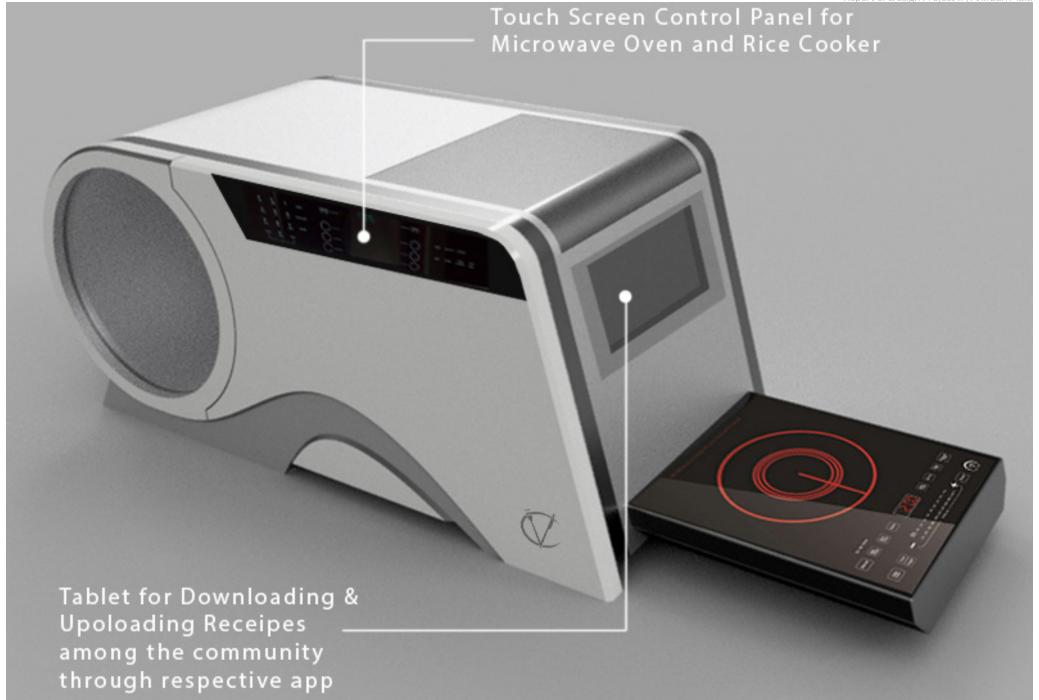


# **3D Visualisation**

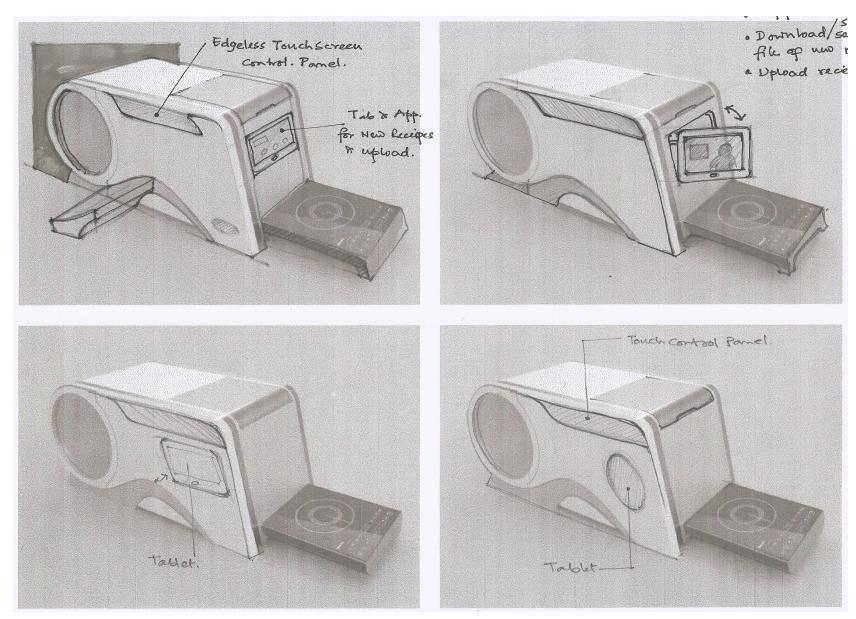


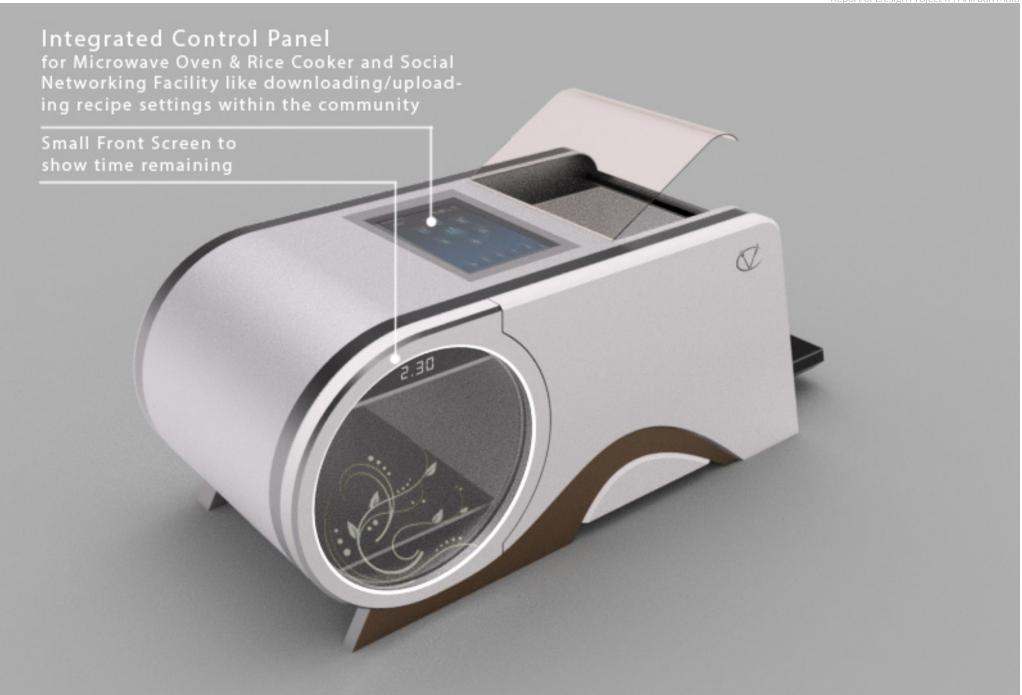
# **Different iterations for Control Panel**

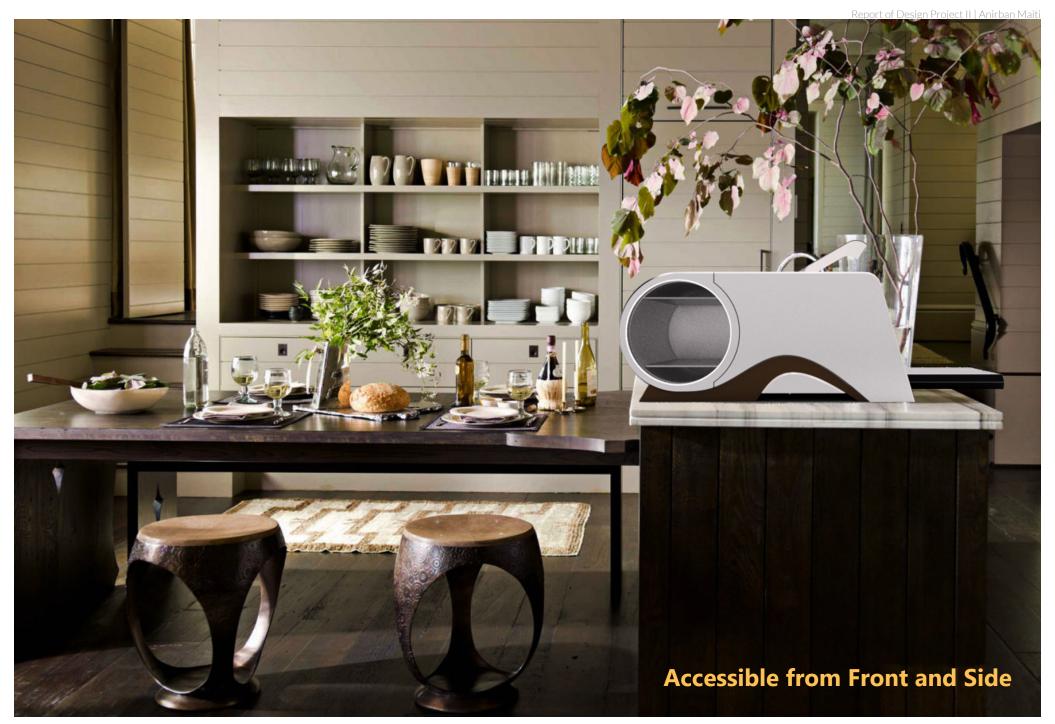




# **Different options for Tablet Placing**

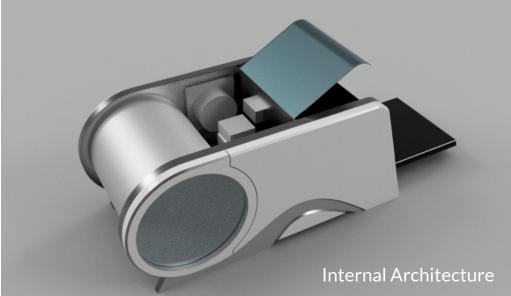


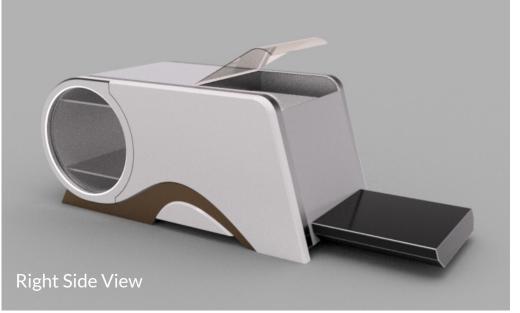


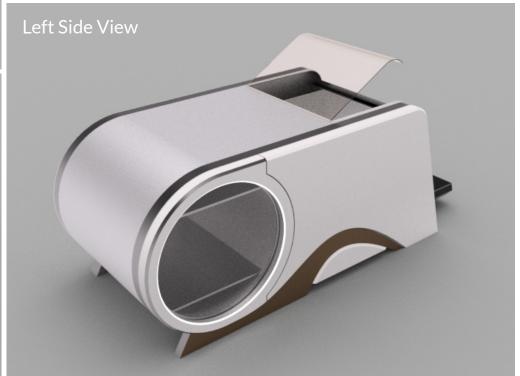








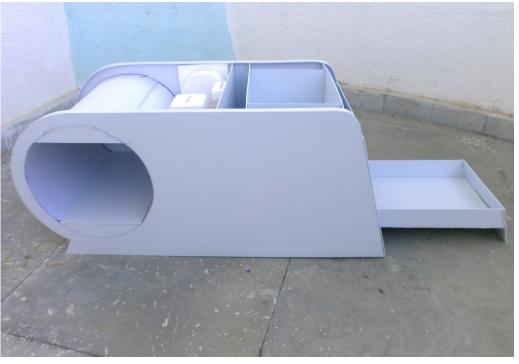




# **Prototype of Final Concept**









## **Elevator Speech**

There are lots of smart appliance in the current market. But there are needs for more smarter appliance not only with smart user interface, IoT etc. but also with smart user experience which actually people still face in their kitchen evry day.

As we discussed, in the coming days kitchen is going to be very small or open kitchen will be the only option, there will be a need of a compact kitchen appliance which will make major Indian receipes very efficiently, will save space and it can be a central member of the kitchen. One can be proud of having such product and also it will enrich user experience through social networking within the closed group of users via an application on the company platform itself and those data will also influnce in future design of products.

## **Value Proposition**

The main value of this product is multifunctionality in simultaneous. Besides this there are Quick and energy efficient cooking with Safety, Time saving, Space Saving, Easy maintenance factors adds more value. And as it is a electronics device it will not occur any pollution related issues - so green and efficient!

# **Target - Vision - Mission**

As it is not a current need, but from the future perspective it can be easily assessed that this type of product is going to be necesssary need for every family, of course for the upper class, small and busy family.

#### **Beachhead Market**

There are already lots of electronic appliance with smart feature is there in the current market and they are well in using condition. But some how user interaction is not taking place effectively. Social networking is also have a huge demand. So preparing food in the busy life is not going to very glad job for the people. Thats why incorporating designed user interface with new user experience will make the product hit in the coming smarter world.

It is going to be not only a kitchen appliance, also it will enrich social connection between people and make the product famous itself, as it will act as a common platform for sharing recipes and also uplodaing and downloading different recipes which can be auto loaded in the system memory.

#### The Business Model Canvas

Designed for:

**Smart Kitchen Appliance** 

Designed by:

Anirban Maiti



#### **Kev Partners**



Who are our Key Partners' Which Key Resources are we acquiring from partners? Which Key Activities do partners perform?

Partners- collaborating with top notch technical institution and research laboratories to be at par with latest technologies and good relation with govt. sector for financial hels

Suppliers - in-house manufacturing facilites and vendors for quick and continuos flow of supply of parts and assembling (the JIT Concept)

Selling - Besides direct sell from company outlet, there can be authorised franchise to promote more and expanding business

Supporting - 24x7 support system on online and telephonic system directly with the vendors from the company paltform and get the repair done easily and quickly in the home

E-wallet - Besides financial help from all the online payment gateways for smooth transaction, buyers can open profile in the company website and reguster their product for quick services and get offer in the wallet system to buy/exchange new appliances at festive sessions

#### **Key Activities**



What Key Activities do our Value Propositions require? Our Distribution Channels? Customer Relationships?

Manufaturing - in-house manufacturing facilites and vendors to lower the cost and increase profits

Selling - Direct sell from company outlet to have minimum price and offers at the festive sessions

Supporting - 24x7 support system on online and telephonic system

#### **Key Resources**



Human - loaded with inhouse Designers, Engineers and Management persons loaded with first hand experince and full of enthusiasm

Physical - Head Office and branch Offices in all metropolitan cities and major location to cater al the users through over the country, even abroad

Intellectual - tie up with Intel for faster processors & system and IPs

Financial - continuos help from banks

#### Value Propositions



What value do we deliver to the customer? Which one of our customer's problems are we helping to solve?

What bundles of products and services are we offering to each Customer Segment? Which customer needs are we satisfying?

Conveneince - very easy to load and cook food, quickly, enery efficient, easy to clean and maintain, Pollution free, multifuntional, time saving by simultaneous cooking Interactive system, uploading/downloading recepies for easy cooking, social networking within closed group of users

Price - below Rs.10000(preferred by users)

Design - very simple, clean form and minimalistic design, functions are easily communicated to users, goes with any kitchen ambience and layout, accessibility from two sides

Brand or Status - new startup with tons of knowledge and team of extremely talented, experienced and enthisiatic designers.

Cost Reduction - easily available parts from supporting enterprises for easy maintenance

Risk Reduction - Safe for Cooking

#### Customer Relationships

How are they integrated with the rest of our business model?



Automated Service - if some parts get damges it will inform the concern company immediately through online ap-

plication for quick and customised ser-**Dedicated Personal Assistance** 

Self Service Community help (for new receipes)

#### Channels



Through which Channels do our Customer Segments want to be reached? How are we reaching them now? How are our Channels integrated? Which ones work best? Which ones are most cost-efficient? How are we integrating them with customer routines?

In-person or telephone On-site or in-store Physical delivery The Internet (social media, blogs, e-mail. etc.) Traditional media (television, radio, newspapers, etc.)

#### **Customer Segments**



For whom are we creating value?

#### **Primary Users**

#### Housewife (majorly)

of upper-middle class and upper class family of varied age range of 25-35. not for aged people but can adapt easily if someone want to

Single Family member - like working man/woman in urban metropolitan scenario, Students

Small scale food stalls and restaurants

#### **Secondary Users**

Manufacturing/Assembling people

#### **Tertiary Users**

Sales person at store Demo person at door-to-door service

#### Cost Structure

Which Key Resources are most expensive

What are the most important costs inherent in our business model? Acquiring Key Resources, performing Key Activities, and working with Key Partnerships all incur Costs. But bulk resource acquiring and inhouse facilities of desinging and manufacturing will surely reduce manufacturing cost of the appliances.

> Very good collaboration with the partner companies will give immense support through over the time and will reduce probability of loss.

At the end, focusing user needs and come up with new useful product will maintain company brand.

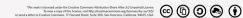


#### Revenue Streams

For what value are our customers really willing to pay? For what do they currently pay? How are they currently paying How much does each Revenue Stream contribute to overall revenues? Out-right sells from huge numbers of company's own store/showroom throuhover the India (as the product od for Indians)- it will also give the user maximum offers as no third party sellers are involved.

Free Online Application Purchase - The respective application can be sold free of cost and later revenue can be generated from downloading receipe files, nominal ammount for downloading new receipes but offer can be availed at the time of sharing those among the groups







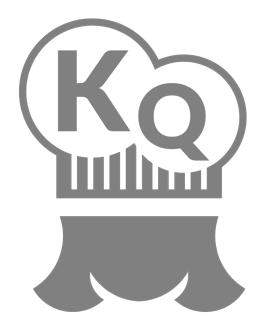






# **Branding**

Before launching the product in the market, it is very important to do branding the product and position it properly to appropriate market segment to catch the foused froup of users.

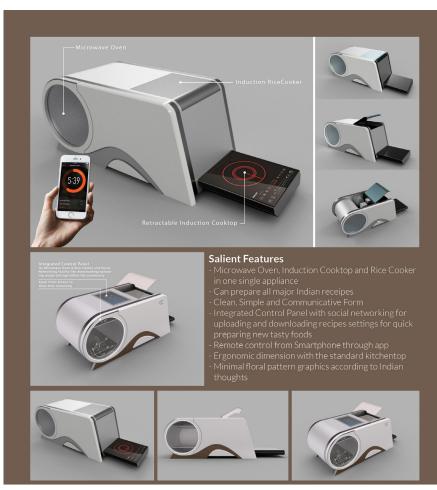


# Kitchen Queen

Smart Kitchen | Sample Appliance

meet your future family member to make your kitchen more delightful





#### **Corporate Office**

11th Floor, Tech Bhawan, 102, Takandas Kataria Marg, Near Hinduja Hospital, Matunga (W), Shivaji Park, Mumbai, Maharashtra 400016 Contact No. 022-2366-2545-50 Fax - 022-2366-2544

#### **Factory**

Kitchen Queen Industry Estate, Ghatkopar East, Mumbai, Maharashtra - 400076 Contact No. - 022-2654-2484-87



www.kitchengueen.com

# **Product Flyer for the launching event Kitchen Queen** Smart Kitchen | Sample Appliance meet your future family member to make your kitchen more delightful P P PILIT Have Good Food without a Kitchen... If you want to cook food anywhere hasslefree and also have a clean dining experience here the solution for you. \* Offer valid on first 20pc sell on Electronic Exhibition Fair at Pragati Maidan, New Delhi on May2017

Location in the Fair:

Hotline Number | 1800 2544 4444 (tollfree)

Kitchen Queen Store, Row No.- 5, Shop No.-12

Website | www.kitchenqueen.com



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