

# Problem-Solution fit

## Purpose / Vision

Define CS, fit into CC

### 1. CUSTOMER SEGMENT(S)

CS

Who is your customer?

- 8) Farmers are our primary customers to solve their problem in choosing right fertilizers.
- 9) Our secondary customers are the researchers to make their job easy with our AI Tehnology
- 10) People who couldn't afford for a Consultant for choosing crops and fertilizers .

### 6. CUSTOMER CONSTRAINTS

CC

What constraints prevent your customers from taking action or limit their choices of solutions?

- 1) This is basically a web application , Which is Supported in almost all devices.
- 2) The easy graphical representation make a clear understanding for all people.
- 3) The Results for their problem will be in minute .

### 5. AVAILABLE SOLUTIONS

AS

Which solutions are available to the customers when they face the or need to get the job done?

- 5) By using the AI will end up the existed problem , by provide results in low price.
- 6) Its affordable by all people and the results are provided instantly
- 7) Its Supports in Mobile,desktop, etc (Almost all device support )

Explore AS, differentiate

Focus on J&P, tap into BE, understand RC

### 2. JOBS-TO-BE-DONE / PROBLEMS

J&P

Which jobs-to-be-done (or problems) do you address for your customers?

- 5) Its provides a good fertilizer recommendation for their crops.
- 6) Its analyzes the disease which affects their plants .
- 7) Its shows a set of crops which suitable for their soil and their climate .

### 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?

- 1) The traditional way are expensive.
- 2) Farmers want to get results instantly .
- 3) To improve Production in low cost and easy .
- 4) Tradictional way not contains a easily understandable graphical representation of results .

### 7. BEHAVIOUR

BE

What does your customer do to address the problem and get the job

- 1) By using our product , they able to saves a lot of money spend for a expert.
- 2) Its saves a time and makes their process faster .
- 3) It improves their field growth with our product .
- 4) It ensures the causes previously and provide solutions before the damage happens.

Focus on J&P, tap into BE, understand RC

Identify strong TR & EM

### 3. TRIGGERS

TR

- 1) People will feel that our provides a bunch of valuable service affordable.

### 4. EMOTIONS: BEFORE / AFTER

EM

- 1) Its reduces the farmers unwanted Work load ,stress , money , time , etc ...

### 10. YOUR SOLUTION

SL

- 1) By Building a AI , ML based web application make their issues resolved in seconds .
- 2) Make their expensive process affordable .
- 3) Minimize the Time for analyze their problem and provide results in seconds .
- 4) Easy Graphical representation makes a better understanding by everyone .

### 8. CHANNELS of BEHAVIOUR

CH

ONLINE

- 1) Their Data analyzed early with help of cloud rendering

OFFLINE

- 1) Its improves their crops production and reduces the losses .

Extract online & offline CH of BE