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| **Deﬁne CS, ﬁt into CC** | **1. CUSTOMER SEGMENT(S)**  **Who is your customer?**  Farmers who are in struggle of maintaining crops. | **CS** | **IOT Based Smart Waste Management for Metropolitan c**  **6. CUSTOMER CONSTRAINTS CC**  **What constraints prevent your customers from taking action or limit their choices of solutions?**  As it uses electronic chips it need some power supply. | **ities**  **5. AVAILABLE SOLUTIONS AS**  **Which solutions are available to the customers when they face the problem or need to get the job done? What have they tried in the past? What pros & cons do these solutions have?**  The customer can use customer care number to rectify the problem. | **Explore AS, differentiate** |
| **Focus on J&P, tap into** | **2. JOBS-TO-BE-DONE / PROBLEMS** | **J&P** | **9. PROBLEM ROOT CAUSE RC** | **7. BEHAVIOUR BE**  **What does your customer do to address the problem and get the job done?**  The sensor sense any movement in the field and ring the alarm to alert the farmers. | **Focus on J&P, tap int C** |
| **Which jobs-to-be-done (or problems) do you addressfor your customers?** |  | **What is the real reason that this problem exists? What is the back story behind the need to do this job?** |
| Growing pressure in outdated waste level of capital investment. |  | This problem arises due to improper caring of crops and insufficient water and other sources. |
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| **Identify strong TR & EM** | **3. TRIGGERS**  **TR**  **What triggers customers to act? i.e. seeing their neighbour installing**  Seeing how neighbors are installing the system to get good growing of crops | | **10. YOUR SOLUTION SL**  **If you are working on an existing business, write down your current solution first,fill in the canvas, and check how much it fits reality.**  **If you are working on a new business proposition, then keep it blank until you fill in the canvas and come up with a solution that fits within customer limitations, solves a problem and matches customer behaviour.**  Our solution is to improve the growing of crop using IoT and sensor based technique. | **8. CHANNELS of BEHAVIOUR CH**  **ONLINE**  **What kind of actions do customers take online?**  If it is in online mode, If there is problem in the sensor circuit the farmer can use customer care.  **OFFLINE**  **What kind of actions do customers take offline?**  If it is in offline mode, the company person will address the customer in direct. | **Extract online & ofﬂine CH of BE** |
| **4. EMOTIONS: BEFORE / AFTER**  **How do customers feel when they face a problem or ajob and afterwards?**  Before due to dumping of waste people produced by the waste will make people  After installing they will feel at ease as it | **EM** |