

Define CS, fit into CC

1. CUSTOMER SEGMENT(S)

CS

Who is your customer?

- ☐ highway division
- ☐ Passenger

6. CUSTOMER CONSTRAINTS

CC

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

The impact of the network on the tests was a significant and unexpected element. Given the quantity of sensors, this IoT-based system was successful in simulating a large-scale smart agricultural setting.

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?

Along roadways, static signs with clear directions are put as potential fixes which give a clear solution.

Explore AS, differentiate

Focus on J&P, tap into

2. JOBS-TO-BE-DONE / PROBLEMS

J&P

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

There may be having of different duties, the Smartboard Connectivity is in charge of keeping correct temperature sensor readings and should inform the board of the speed of the customer's vehicle.

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?

If there was no internet connection, no sensor readings from the weather would alter the speed restriction. Unnecessary pressing of the accident indicator button by any people could lead to problems.

7. BEHAVIOUR

BE

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

As a teacher, the IOT cloud updates the smartboard on the condition of the roads on a regular basis. So that the customer would address the problem and get the job done.

Focus on J&P, tap into

Identify strong TR & EM

3. TRIGGERS

TR

What triggers customers to act? i.e. seeing their neighbour installing

Weather will be bad most of the time. The car ought to be travelling at its threshold speed. To alert the customer, the sensor value should be shown on the smart board.

10. YOUR SOLUTION

SL

We employ smart linked sign boards as an alternative to static signboards. With the help of a web app and weather API, these intelligent connected sign boards automatically update with the current speed limits. The speed may rise or fall in response to variations in the weather. The display of

diversion signs is determined by traffic and potentially fatal situations. As appropriate, there are also signs that read

"Guide (Schools), Warning, and Service" (Hospitals, Restaurants). Using buttons, it is possible to choose from a variety of operating modes.

8. CHANNELS of BEHAVIOUR

CH

3.1 ONLINE

What kind of actions do customers take online?

The departments can receive direct emails or messages from customers. (Officers on nearby patrol).

3.2 What kind of actions do customers take offline?

Following directions is one of the major tasks for the traveler, but they can utilize the smartboard signs to check the state of the road from wherever they are standing.

Extract online & offline CH of BE