

Define CS, fit into CC	<div><div>1. CUSTOMER SEGMENT(S)</div><div>Who is your customer? i.e. working parents of 0-5 y.o. kids</div><div>CS</div><div>Everyone need a Dustbin to put a wase thing ,So This Sensor Garbage can use to all and main thing that garbage collectors can be a customer because where the garbage level can be detected</div></div>	<div><div>6. CUSTOMER CONSTRAINTS</div><div>What constraints prevent your customers from taking action or limit their choices of solutions? i.e. spending power, budget, no cash, network connection, available devices.</div><div>CC</div><div>Reduce, Reuse and Recycle</div></div>	<div><div>5. AVAILABLE SOLUTIONS</div><div>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 &amp; cons do these solutions have? i.e. pen and paper is an alternative to digital notetaking</div><div>AS</div><div>The Problem where customer face that they can not detect the garbage level and also can not detect if the garbage is damage and garbage collector truck route.</div><div>PROS: The solution of this problem are SWMS ,where shows the Garbage level and Detect the Garbage cause a damage and also shows the truck route.</div><div>CONS: A standard Network should have to visible these</div></div>	Explore AS, differentiate
	<div><div>2. JOBS-TO-BE-DONE / PROBLEMS</div><div>Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.</div><div>J&amp;P</div><div>The main problem is that garbage level can not be detected to a customer and garbage collector and where customer get suffered when they put the waste to the dustbin.</div></div>	<div><div>7. BEHAVIOUR</div><div>What does your customer do to address the problem and get the job done?  i.e. directly related: find the right solar panel installer, calculate usage and benefits; indirectly associated: customers spend free time on volunteering work (i.e. Greenpeace)</div><div>BE</div><div>Install The App Where the Garbage details are shown and Customer can Detect the garbage level easily.</div></div>	<div><div>9. PROBLEM ROOT CAUSE</div><div>What is the real reason that this problem exists? What is the back story behind the need to do this job? i.e. customers have to do it because of the change in regulations.</div><div>RC</div><div>One of the most significant issues associated with smart city applications is solid waste management, which has a negative impact on our society's health and the environment. So collection of wastes is very important in life. So this problem can be solved with SWMS.</div></div>	
Focus on J&P, tap into BE, understand RC				Focus on J&P, tap into BE, understand RC

Identify strong TR & EM	<div><div>3. TRIGGERS</div><div>TR</div><div>What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.</div><div>Seeing Their neighbour where put the garbage at correct time when the garbage is empty</div></div>	<div><div>8.CHANNELS of BEHAVIOUR</div><div>SL</div><div>8.1 ONLINE What kind of actions do customers take online? Extract online channels from #7</div><div>8.2 OFFLINE What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.</div><div>Online: Customer can install the App and can See the Garbage details through the app in online.</div><div>Offline: After Seeing the app , customer knows the level of garbage and use the garbage.</div></div>	<div><div>10.YOUR SOLUTION</div><div>CH</div><div>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.</div><div>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.</div><div>Set GPS to Locate Bins and Garbage Truck and Sense to separate the recycle and Non recycle wastes.</div><div>Analysis the wastes and Report to the user to understand the cities usage.</div><div>Alert authorized person when bins is Full and get Damage.</div></div>	Identify strong TR & EM
	<div><div>4. EMOTIONS: BEFORE / AFTER</div><div>EM</div><div>How do customers feel when they face a problem or a job and afterwards? i.e. lost, insecure &gt; confident, in control – use it in your communication strategy &amp; design.</div><div>Before: Customer can feel frustration and sad because not put the waste in garbage.</div><div>After: Customer feel happy and Excited with this product</div></div>			