**Project Title:** Smart waste management system for

metropolitan cities  **Project Design Phase-I** - **Solution Fit Template Team ID:** PNT2022TMID48082

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

**Explore AS, differentiate**

**Deﬁne CS, ﬁt into CC**

or need to get the job done? What have they tried in the past? What pros & cons do these solutions have? i.e. pen and paper is an alternative to digital notetaking

**Solutions that support the digital transformation of waste management to achieve efficiency, transparency and sustainability.**

**AS**

**5. AVAILABLE SOLUTIONS**

Which solutions are available to the customers when they face the problem

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.

**System requires more number of waste bins which results into high initial cost.**

**CC**

**6. CUSTOMER CONSTRAINTS**

**CS**

**1. CUSTOMER SEGMENT(S)**

**People who are all more severely impacted by unsustainable managed waste.**

**Explore AS, differentiate**

**Define CS, fit into CC**

1. 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)

**Set a goal for reducing the amount of trash generated each week.**

**BE**

**7. BEHAVIOUR**

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

**RC**

**9. PROBLEM ROOT CAUSE**

What is the real reason that this problem exists? What is the back story behind the need to do this job?

1. e. customers have to do it because of the change in regulations.

**The manual process in earlier system consumes more time and also need more resources.**

**J&P**

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

Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.

**People throw garbage on the dustbin which is already overflowed.**

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

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| --- | --- | --- | --- | --- |
| **Identify strong TR & EM** | **3. TRIGGERS TR**  What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efﬁcient solution in the news.  Seeing their neighbour using this system to easily monitor the garbage level in dustbin. | **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.  **To maintain and monitor the solid waste by help of website dashboard**  **and also help to track the waste level of the city.** | 1. **CHANNELS of BEHAVIOUR CH**     1. **ONLINE**   What kind of actions do customers take online? Extract online channels from    **As more devices are connected to the internet, sensor-supported containers can collect data and transfer it to central units.**   * 1. **OFFLINE**   What kind of actions do customers take ofﬂine? Extract ofﬂine channels from #7 and use them for customer development.  The best action takes place in offline is recycling of the solid waste. |  |
| **4. EMOTIONS: BEFORE / AFTER EM**  How do customers feel when they face a problem or a job and afterwards?  i.e. lost, insecure > conﬁdent, in control - use it in your communication strategy & design.  **After use this technology in order to feel that its more efficient than traditional waste management. .** |