

PROBLEM -SOLUTION FIT

Problem -Solution Fit	<div>1. CUSTOMER SEGMENT(S)<div>CS</div><div><div>❖ Metropolitan cities</div><div>❖ Users</div><div>❖ Municipality workers</div></div></div>	<div>6. CUSTOMER CONSTRAINTS<div>CC</div><div><div>❖ Follow 3rs rule</div><div>❖ Friendly response</div><div>❖ Less manpower</div><div>❖ Emission fuel use and traffic congestion</div></div></div>	<div>5. AVAILABLE SOLUTIONS<div>AS</div><div><div>❖ Using container tracking your waste changes to smart pastures</div><div>❖ If garbage level reach maximum notification sends to higher authority</div><div>❖ Large size dustbin are used to reduce the collection trips</div><div>❖ Mobile application is used to detect the bin level and capture when we need</div></div></div>	Explore AS,
	<div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&P</div><div><div>❖ Low collection coverage and irregular collection service</div><div>❖ High cost</div><div>❖ Garbage overflow</div><div>❖ Lack of routine collection waste</div><div>❖ Lack of sufficient knowledge on benefits of segregation</div></div></div>	<div>9. PROBLEM ROOT CAUSE<div>RC</div><div><div>❖ lack of public awareness</div><div>❖ Refusal to learn about compliance</div><div>❖ Inappropriate timetable for collection waste</div></div></div>	<div>7. BEHAVIOUR<div>BE</div><div><div>❖ Strong legal enforcement</div><div>❖ Signal of governments intentions and priorities</div><div>❖ Strong governmental infrastructures</div><div>❖ Increasing environmental awareness and support</div><div>❖ More innovative environmentally friendly technologies in future</div><div>❖ Potential reduction of waste and energy cost for business</div></div></div>	
Identify strong TR & EM	<div>3. TRIGGERS<div>TR</div><div>Our cities are not clean due to overflow, irregular collection and collection service</div></div>	<div>10. YOUR SOLUTION<div>SL</div><div><div>❖ In these, mobile application is used to detect the bin level and capture image when we need</div><div>❖ If bin reach maximum level notification sends to the receiver</div><div>❖ If it not cleans in a proper time notifications sends to higher authority.</div><div>❖ If dustbins are relocated to another location, it will automatically register with new server with new location</div><div>❖ This method is used to reduce the collection trips</div></div></div>	<div>8.CHANNELS of BEHAVIOUR</div> <div>People:<div><div>• Wastes are wanted to separate by the people</div><div>• Put the wastes in bin</div></div></div> <div>Workers:<div><div>• Easy way to track and detect the solution</div><div>• Waste is stored, weighted and recorded automatically</div><div>• If there is any issues its easily replaceable new one without delay</div></div></div>	Extract online & offline CH of BE
	<div>4. EMOTIONS: BEFORE / AFTER<div>EM</div><div><div>❖ Environmental degradation</div><div>❖ Uncleanness</div><div>❖ Sanitary landfill and hygienic condition. Debris and toxic waste can contaminate land, air and environment if waste is improperly handled</div></div></div>			

Focus on J&P, tap into BE, understand

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