Define CS, fit into CC

Explore AS, differentiate

1. CUSTOMER SEGMENT(S)   `CS`

Who is your customer?
i.e. working parents of 0-5 y.o. kids

For Framer -It is used to reduce the time and monitoring the crops, weather condition and soil moisture.

6. CUSTOMER CONSTRAINTS   `CC`

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.

1. Proper maintenance should be taken atleast once in a month and this prevent the sensors and any problem.
2. Then any problem occur in the device immediately troubleshoot with the help of

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? i.e. pen and paper is an alternative to digital notetaking

Use the sensors to sense the all parameters and any notification with help of GSM module. The sensors any parameter taken and message the customer.

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

2. JOBS-TO-BE-DONE / PROBLEMS   `J&P`

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

Jobs to be done automatic monitoring the weather conditions and soil moisture. Problems if the any correctly maintain by the crops and devices.

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

1. Sometimes sensors do not work properly so monitoring process is failed.
2. sometimes notification problems occur by signal problems.

7. BEHAVIOUR   `BE`

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)

1. Monitoring the parameters in the crop's fields.
2. Parameter can be measure and send by the message.
3. Any problem occur immediately send the notification.

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

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.

Monitoring the crops fields and weather conditions and record the parameter. In case any emergency send the first send notification and next problem parameters.

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.

1. Before all monitoring process can be maintain by manually and feel some difficult.
2. After all monitoring process is taken by the computer system. Any problem occurs send notification by the customer.

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.

1. Measure the all parameters and monitoring the daily and any problem occurs immediately send the notification.

8. CHANNELS of BEHAVIOUR **CH**

8.1 ONLINE
What kind of actions do customers take online? Extract online channels from #7

Easy to interact the customer and built relationship with customers in proper manner.

8.2 OFFLINE
What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.

Offline process can be some difficult by customers visit the market. Then purchase the product any problem occurs return the product is easy.

Extract online & offline CH of BE