

Project Design Phase-I
Problem – Solution Fit Template

Date	01 october 2022
Team ID	PNT2022TMID49530
Project Name	Project – IOT based smart Crop protection system.
Maximum Marks	2 Marks

Problem-Solution fit canvas 2.0

Purpose / Vision

Define CS, fit into	1. CUSTOMER SEGMENT(S) CS What is your customer? 1. Farmers who need improved yield with smart automation will use this technique. 2. Gardeners also make this choice to improve their farm.	6. CUSTOMER CC What customer segment are customers from (aging, income or from their education or education)? i.e. spending power, budget, size, needs, interests, motivation, available devices. 1. Pest control over the internal process. 2. Agricultural sector lack information of high adoption in IoT. 3. For security implementation of automation cost are not satisfied by farmers.	5. AVAILABLE SOLUTIONS AS Which solution are available to the customer when they face the problem or need to get the job done? What have they used in the past? What price do you charge for the solution? i.e. price, cost, value or an alternative to digital automation. 1. Ask for customer needs and preferences. 2. Offer a solution. 3. Understand the needs of farmer. 4. Price: Wide spread to all. Increased profit. 5. Cost: Company must financial crisis. If products are damaged or not working properly, the company will face loss.
	2. JOBS-TO-BE-DONE / PROBLEMS JAP Which jobs do you do for problem do you address for your customer? What could be more than one system (different jobs). Jobs to be done: 1. Setting the apparatus and maintaining. 2. Proper monitoring for energy resource. Problems: 1. Environment and social impact of automation in agriculture. This cause reduction of human employment. 2. Distribution: Hard to reach in remote villages. 3. Cost - Setting the system in low budget is difficult.	9. PROBLEM ROOT CAUSE RC What is the root cause that the problem exists? What is the hidden story behind the need to do this job? 1. Analyzing and giving solution. 2. The most common mistake people makes when equipment error or human error is to be identified.	7. BEHAVIOUR BE What does your customer do to address the problem and do the job done? (i.e. already related). Find the right value based solution, include a target and benefits, industry associated, customer need how high or value customer needs (i.e. Orientation). 1. Identify the troubles. 2. Understand the problems arising. 3. Make suitable choice of solutions. 4. Implement in field. 5. Monitor continuously.

Identify along the CM	3. TRIGGERS TR What triggers customers to act? (i.e. seeing their neighbor installing solar panels, reading about a more efficient solution in the news). 1. Through advertisements customers are triggered in automation. 2. Automation in agriculture are influenced by cinema, government programs and by social platforms.	10. YOUR SOLUTION YS 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 the canvas and come up with a solution that fits within customer limitations, solves a problem and matches customer behavior. 1. Environment and social impact of automation in agriculture - make profit by innovative agriculture in smart way. 2. Distribution - make awareness in rural areas and make wider. 3. Cost - use cooling systems, high quality sensors at low cost.	8. CHANNELS of BEHAVIOUR 8.1. ONLINE What kind of actions do customers take online? Extract online channels from it? This article highlights the potential of wireless sensors and IoT in agriculture, as well as challenges expected to be faced when integrating this technology with traditional farming practices. 8.2. OFFLINE What kind of actions do customers take offline? Extract offline channels from it? and use them for customer development.	Extract online & offline CM to BE
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Before

- 1 Crops were severely affected by extreme heat, and other

After

- 1 By this method, plants are all factors that affect

- 1 This project will provide animals through sound
- 2 Kills insects through automatic spray
- 3 We crops from excessive heat bogie
- 4 Crop yield can be increased by crop



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