Smart Waste Management

TEAM ID:PNT2022TMID40462

Define CS, fit into CC

1. CUSTOMER SEGMENT(S) — CS

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

- Municipalities, Public, Garbage collection team.

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.

- Maintain clean environment.
- Lack of proper waste management.
- Automation of garbage bins.

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

- Separation of garbage into bio-degradable and non-biodegradable.
- Recycling of waste and making an useful byproduct.
- Digital information should be made in order to collect the data to achieve efficiency, transparency and sustainability.

Explore AS, differentiate

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.

- To reduce the contamination of disease.
- To control the overflow of garbage.

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.

- Due to over flow of waste in garbage bins and lack of proper waste collection makes the environment unclean. This may cause various diseases.

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)

- In order to control the overflow of garbage a sensor is to be inserted and thus makes the environment clean.

Foc

RCunderstandBE.intofan J&P on

strong TR & EM

3. TRIGGERS — TR

t? i.e. seeing their neighbour installing
solar panels, reading about a more efficient solution in the news.

- By seeing the neighboring countries, it makes us to do this things.

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.

- Before solving the problem people feels more difficulties such as unclean environment, bad odor due to waste.
- After solving the problem they feel very comfortable than the previous system of the waste management.

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.

- In the present scenario, we see the garbage spills out resulting in pollution.
- Here we use IOT based application in which the garbage management is automated.
- Sensors are used to give alert messages and then web portal shows the location of garbage for easier access.

8. CHANNELS of BEHAVIOUR — CH

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

- By collecting the data we can easily identify the garbage location i.e., where the garbage has to be collected.

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

- The separated garbage are collected. Then it is recycled into some other useful byproducts.

B