

Project Title: Smart Farmer – IOT enabled Smart Farming Application
Project Design Phase-I - Solution Fit Template
Team ID: PNT2022TMID05968

Define CS, fit into CC	1. CUSTOMER SEGMENT(S) Who is your customer? i.e. working parents of 0-5 y.o. kids	6. CUSTOMER CONSTRAINTS 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.	5. AVAILABLE SOLUTIONS 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?	Explore AS, differentiate
	CS			
	FARMERS who are cultivating their land	The availability of a smart phone, good network facilities and the services under budget are the constraints	The farmers tried drip irrigation before. If there is any clog in the water tubes that will affect the irrigation. Anyhow they kept the crops with the necessary water content	

Focus on J&P, tap into BE, understand RC	2. JOBS-TO-BE-DONE / PROBLEMS Which jobs-to-be-done (or problems) do you address for	9. PROBLEM ROOT CAUSE What is the real reason that this problem exists? What is	7. BEHAVIOUR What does your customer do to address the problem i.e. directly related: find the right solar panel installer,	Focus on J&P, tap into BE, understand RC
		RC	BE	
	To make the work easier for the FARMERS The works need to be done easier: 1) To analyse the humidity of the soil 2) To understand the climatic conditions 3) water Irrigation 4) Pest control and monitoring the crops	Farmers are unable to understand the soil conditions, humidity and weather. They need to be present in the field for water irrigation	We can provide a customer support facilities and also a	

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.

To advertise and educate the farmers about the advantages of utilizing smart farming application

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.

The customer would feel the satisfaction of getting the work done and a profitable yield easier than before.

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.

The solution would be an efficient usage of water, control of pests and soil erosion, better understanding of the soil and weather and a maximum yielding of crops.

8. CHANNELS of BEHAVIOUR

CH

8.1 ONLINE

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

8.2 OFFLINE

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

We can do the fieldwork of reaching the farmers and know the problems they are facing to provide better solutions. It will provide the better understanding about the farmers. In online, we can advertise about the advantages and made the application reach the farmers.