PROJECT TITLE: SMART WASTE MANAGEMENT SYSTEM FOR METROPOLITAN CITIES Project Design Phase-1 -Solution Fit Template Team ID:PNT2022TMID12337

1. **CUSTOMER**
   * As it is tcck⭲ologQ bascd it ⭲ccds i⭲tcí⭲ct acccss to woík píopcílQ.
   * C"stomcís ⭲ccd to b"Q somc IOľ Kc:iccs to acccss.
   * ľkcQ maQ "sc solaí c⭲cígQ i⭲stcad or clcctíical powcí.

# AVAILABLE SOLUľIONS

* + Skop cco \_ríic⭲dlQ witk íc"sablc bags.

**Explore AS, differentiate**

* + Joi⭲ b"Q -a⭲d-scll gío"ps.
  + Kigital tíask bi⭲s aíc altcí⭲ati:c to d"stbi⭲s, bcca"sc digital bi⭲s ca⭲ dctcct tkc tíask lc:cl a⭲d sc⭲d

⭲otiricatio⭲s to tkc c"stomcís.

**3. TRIGGERS TR**

**4. : BEFORE / AFTER EMOTIONS**

1. **YOUR SOLUTION SL** 
   1. **CHANNELS of BEHCHANAVIOUR CH**



* Wastc koldcís, s"ck as píi:atc i⭲di:id"als, píopcítQ ow⭲cís oí compa⭲ics aíc o"í c"stomcís.

**CS**

**1. CUSTOMER SEGMENT(S)**



**BE**

1. **BEHAVIOUR**
   * Ir tkc sc⭲soís aíc ⭲ot woíki⭲g píopcílQ co⭲tact tkc c"stomcí caíc oí díop a mcssagc.
2. **PROBLEM ROOT CAUSE**

i

* + Ḻack or i⭲d"stíQ cxpcítisc.
  + Emissio⭲ or gícc⭲ko"sc gascs.
  + Pooí íccQcli⭲g q"alitQ d"c to lack or cd"catio⭲.
* Scpaíatc Qo"í wastc.
* Cícatc a compositc sitc.
* Gíowi⭲g pícss"íc i⭲ o"tdatcd wastc ma⭲ag⭲c⭲t i⭲ríastí"ct"íc, witk dccli⭲i⭲g lc:cl or capital i⭲:cstmc⭲ts a⭲d mai⭲tc⭲cc.

**J&P**

**2. JOBS-TO-BE-DONE / PROBLEMS**

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

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

**Define CS fit in to CT**

* + - Scci⭲g kow ⭲cigkboís aíc ka:i⭲g a clca⭲ c⭲:iío⭲mc⭲t artcí "si⭲g it pcoplc will gct admiíc mQ scci⭲g otkcís.

**Identify strong TR and EM**

# BEÏORE /AÏľER

* + Bcroíc "si⭲g tkis tcck⭲ologQ, socictQ is s"rrcícd bQ kcaltk iss"cs bcca"sc tkc wastc píod"cts píod"cc aií poll"tio⭲.
  + Artcí "si⭲g tkis tcck⭲ologQ, tkcQ rccl at casQ as it
* O"í sol"tio⭲s is to ma⭲agc tkc wastc crricic⭲tlQ bQ i⭲dicati⭲g tkc gaíbagc lc:cl to tkc "scís as wcll as a"tkc⭲ticati⭲g pcíso⭲s to collcct it a⭲d píocccd to r"ítkcí píoccss witk tkc gaíbagc.
* ľkc p"íposc is or maki⭲g clca⭲ E⭲:iío⭲mc⭲t.

REKUCE- REUSE-RECYCḺE

ONḺINE:

.  Ir it is i⭲ o⭲li⭲c modc, tkc bi⭲ is r"ll it sc⭲ds tkc ⭲otiricatio⭲ to tkc a"tkoíizcd pcíso⭲s

**Extract online & offline CH of BE**

OIIḺINE:

* + Ir it is orrli⭲c c:cíQ daQ tkc wastc collccti⭲g tí"cks will collcct gaíbagc ríom komc.