

1. CUSTOMER SEGMENT(S)**CS**

Who is your customer?

- Farmers are our main clients for helping them choose the proper fertilizers.
- The researchers are our secondary clients since we can use our AI technology to make their jobs easier.
- Individuals who couldn't afford a consultant to help them choose their crops and fertilizers

6. CUSTOMER CONSTRAINTS**CC**

What constraints prevent your customers from taking action or limit their choices of solutions?

- This is essentially a web application that works with practically every device.
- The simple graphical representation facilitates everyone's understanding.
- The solution to their difficulty will be available in a minute.

5. AVAILABLE SOLUTIONS**AS**

Which solutions are available to the customers when they face the or need to get the job done?

- The problem will be resolved by applying AI, which will also produce outcomes at a minimal cost..
- Its affordable by all people and the results are provided instantly
- Its Supports in Mobile ,Desktop, etc (Almost all device support)

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

Which jobs-to-be-done (or problems) do you address for your customers?

- It offers helpful fertiliser advice for their crops.
- It examines the illness that impacts their plants.
- Its shows a set of crops which suitable for their soil and their climate .

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?

- The traditional ways are expensive.
- Farmers want to get results instantly.
- Traditional methods do not provide results in a graphical format that is simple to interpret.
- To improve Production in low cost and easy .

7. BEHAVIOUR**BE**

What does your customer do to address the problem and get the job

- By using our product , they able to saves a lot of money spend for a expert.
- Its saves a time and makes their process faster .
- Our product enhances their field's growth.
- It ensures the causes previously and provide solutions before the damage happens.

3. TRIGGERS**TR**

- People will believe that we offer avariety of important services at reasonable prices..

4. EMOTIONS: BEFORE / AFTER**EM**

- It lessens the farmers' unnecessary workload, stress, financial burden, and other burdens.

10. YOUR SOLUTION**SL**

- Make their pricey procedure accessible.
- Minimize the Time for analyze their problem and provide results in seconds .
- Simple graphic representation improves everyone's understanding.

8. CHANNELS of BEHAVIOUR**CH**

ONLINE

- Early analysis of their data using cloud rendering

OFFLINE

- It increases crop productivity and lowers losses.