

Define CS, fit into CC	<b>1. CUSTOMER SEGMENT(S)</b> <b>CS</b> <ul style="list-style-type: none"> <li>● Former</li> <li>● Who wants to work to forming</li> </ul> <p>Example: Business man, working employees</p>	<b>6. CUSTOMER CONSTRAINTS</b> <b>CC</b> <ul style="list-style-type: none"> <li>● Limited Financial status</li> <li>● Field Technology issues</li> <li>● Shortages of electricity</li> </ul>	<b>5. AVAILABLE SOLUTIONS</b> <b>AS</b> <ul style="list-style-type: none"> <li>● The existing solution gives only 40% of efficiency</li> <li>● We can't achieve high efficiency solutions</li> </ul>	Explore AS, differentiate	
	<b>2. JOBS-TO-BE-DONE / PROBLEMS</b> <b>J&amp;P</b> <ul style="list-style-type: none"> <li>● They have detect continuously using sensor. (Humidity, and temperature) on his field</li> <li>● Control the pests and insects in the field</li> </ul>	<b>9. PROBLEM ROOT CAUSE</b> <b>RC</b> <ul style="list-style-type: none"> <li>● Plant growth affected</li> <li>● Electricity and water usages wastes</li> </ul>	<b>7. BEHAVIOUR</b> <b>BE</b> <ul style="list-style-type: none"> <li>● Directed Related: Find the right solar panel installer, Calculate usages and benefits</li> <li>● Indirectly Associated: Customer spend free time on formingwork</li> </ul>		Focus on J&P, tap into BE, understand RC
	<b>3. TRIGGERS</b> <b>TR</b> <ul style="list-style-type: none"> <li>● Low cost devices used</li> <li>● Better solution to Reform Fields</li> <li>● To provide better service</li> </ul>	<b>10. YOUR SOLUTION</b> <b>SL</b> <ul style="list-style-type: none"> <li>● To insert our sensor in forming land</li> <li>● We use neem Resticidies for control pests.</li> </ul>	<b>8. CHANNELS of BEHAVIOUR</b> <b>CH</b> <p>8.1 ONLINE</p> <ul style="list-style-type: none"> <li>● To provide advertisements in social media</li> </ul> <p>8.2 OFFLINE</p> <ul style="list-style-type: none"> <li>● To meet of customer directly explain about product</li> </ul>		
<b>4. EMOTIONS: BEFORE / AFTER</b> <b>EM</b> <ul style="list-style-type: none"> <li>● Forming maintenance are complicated process</li> <li>● Easy to monitor form anywhere</li> </ul>					