

Define CS, fit into CL	<div><div>1. CUSTOMER SEGMENT(S)</div><div>CS</div><div>Our clients are waste holders like ordinary citizens, property owners, or businesses.</div></div>	<div><div>6. CUSTOMER CONSTRAINTS</div><div>CC</div><div>To access, customers must purchase some IOT Devices. Instead of using electricity, they might use solar power.</div></div>	<div><div>5. AVAILABLE SOLUTIONS</div><div>AS</div><div>Due to their ability to detect the level of waste and notify users, digital trash cans are a better option to dustbins.</div></div>	Explore AS, differentiate
Focus on J & P, tap into BE, understand	<div><div>2. JOBS-TO-BE-DONE/PROBLEMS</div><div>J&amp;P</div><div>Sort your trash. Assemble a site for it. With diminishing levels of maintenance and capital investments, the outmoded waste management infrastructure is coming under increasing pressure.</div></div>	<div><div>9. PROBLEM ROOT CAUSE</div><div>RC</div><div>A lack of education leading to poor recycling quality. greenhouse gas emissions. lack of sector knowledge.</div></div>	<div><div>7. BEHAVIOR</div><div>BE</div><div>Contact the customer service department or leave a note if the sensors are not functioning properly.</div></div>	
Identify strong TR & EM	<div><div>3. TRIGGERS</div><div>TR</div><div>After utilizing it, people would start to admire others for having a clean environment because they can see it.</div></div> <div><div>4. EMOTIONS: BEFORE/ AFTER</div><div>EM</div><div>They enjoy technology straight forward because it offers a clear society.</div></div>	<div><div>10. YOUR SOLUTION</div><div>SL</div><div>Making a clean environment is the goal. REDUCTION- REUSE- RECYCLING.</div></div>	<div><div>8. CHANNELS of BEHAVIOR</div><div>CH</div><div><b>ONLINE:</b> When the bin is full while it is in online mode, it notifies the appropriate parties.</div><div><b>OFFLINE:</b> The waste collection vehicles will pick up garbage from homes if it is down every day.</div></div>	