

Define CS, fit into CC	<p><b>1. CUSTOMER SEGMENT(S)</b> <span>CS</span></p> <ul style="list-style-type: none"> <li>Farmers who trying to protect crops from various problems</li> </ul>	<p><b>6. CUSTOMER CONSTRAINTS</b> <span>CC</span></p> <ul style="list-style-type: none"> <li>High adoption costs, more power and security concerns.</li> <li>Lack of man power.</li> <li>Limited supervision.</li> </ul>	<p><b>5. AVAILABLE SOLUTIONS</b> <span>AS</span></p> <ul style="list-style-type: none"> <li>Automation in irrigation</li> <li>Monitor different parameters by mobile or web application which helps to earn the crop yield.</li> </ul>	Explore AS, differentiate
Focus on J&P, tap into BE, understand RC	<p><b>2. JOBS-TO-BE-DONE / PROBLEMS</b> <span>J&amp;P</span></p> <ul style="list-style-type: none"> <li>Crops are not irrigated properly.</li> <li>Improper maintenance of crops.</li> <li>To increase the commodity, import, export and make profit for farmers.</li> </ul>	<p><b>9. PROBLEM ROOT CAUSE</b> <span>RC</span></p> <ul style="list-style-type: none"> <li>The main cause of the problem is crops in farms are many times ravaged by local animals like cow, goat, bird etc.,</li> <li>Due to insufficient labour forces.</li> </ul>	<p><b>7. BEHAVIOUR</b> <span>BE</span></p> <ul style="list-style-type: none"> <li>Consumes more time in crop land.</li> <li>Searching for an alternative Solution for an existing solution.</li> </ul>	Focus on J&P, tap into BE, understand RC
Identify strong TR & EM	<p><b>3. TRIGGERS</b> <span>TR</span></p> <ul style="list-style-type: none"> <li>By seeing surrounding crop land with installing machines.</li> <li>Hearing about innovative technologies and effective solutions.</li> </ul>	<p><b>10. YOUR SOLUTION</b> <span>SL</span></p> <ul style="list-style-type: none"> <li>IOT based fertilizing methods are followed, to minimize the negative effects on growth of crops while using fertilizer</li> </ul>	<p><b>8.CHANNELS of BEHAVIOUR</b> <span>CH</span></p> <p>ONLINE: The data send through application to the farmers to know about the farms.</p> <p>OFFLINE: The control action is taken by the farmers to monitor the farms.</p>	

	<div>4. EMOTIONS: BEFORE / AFTER</div> <div>EM</div> <div><ul style="list-style-type: none"><li>Mental frustrations due to insufficient production of crops.</li><li>Felt smart enough to follow the available technologies with minimum cost.</li></ul></div>	<div><ul style="list-style-type: none"><li>Image processing techniques with IOT is followed for crop protection against animal attacks.</li></ul></div>		
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