

Define CS, fit into CC	<b>1. CUSTOMER SEGMENT(S)</b> <b>CS</b> <ul style="list-style-type: none"><li>1. Our target is Public.</li><li>2. Municipality and Local authorities of Metropolitan cities of India</li></ul>	<b>6. CUSTOMER CONSTRAINTS</b> <b>CC</b> <ul style="list-style-type: none"><li>1. Cost</li><li>2. Recycling is expensive</li><li>3. Network issue</li><li>4. More energy</li><li>5. Size of the bin and separation of various wastes</li></ul>	<b>5. AVAILABLE SOLUTIONS</b> <b>AS</b> <ul style="list-style-type: none"><li>1. Reduce running cost</li><li>2. Solar power</li><li>3. Increases the sustainability of waste services</li><li>4. Review compliance guidelines</li></ul>	Explore AS, differentiate

Focus on J&P, tap into BE, understand RC	<b>2. JOBS-TO-BE-DONE / PROBLEMS</b> <b>J&amp;P</b> <ul style="list-style-type: none"><li>1. Germ spreading</li><li>2. Avoid overflow bins &amp; maintenance</li><li>3. Perform regular audits on waste management &amp; disposal</li><li>4. Reduce number of bins &amp; replace smart bins</li><li>5. Proper Segregating &amp; Minimizing Waste.</li></ul>	<b>9. PROBLEM ROOT CAUSE</b> <b>RC</b> <ul style="list-style-type: none"><li>1. Lack of waste disposal: If any network issues occurred then the message will not received by the workers, so the waste disposal get delayed.</li><li>2. Due to lack of proper systems for disposal and collections, wastes &amp; garbage's end up in the roads and surrounding</li></ul>	<b>7. BEHAVIOUR</b> <b>BE</b> <ul style="list-style-type: none"><li>1. Ai-based smart waste bin, designed for public places, enabling them to Monitor and Manage.</li><li>2. Sensor sense the amount of waste in trash can.</li><li>3. The device sends the notification to the agent and they collect the trash.</li></ul>	Focus on J&P, tap into BE, understand RC

### 3. TRIGGERS

TR

People want to make their environment cleaner and also prevent the spread of health hazards in their community -waste tend to decay faster, and if not carefully managed, decomposition can lead to bad odour-piled up waste also serves as a breeding place for mosquitos and other insects.

### 4. EMOTIONS: BEFORE / AFTER

EM

#### BEFORE:

More negative emotion associated with increased intention to reduce waste management

#### AFTER:

People may feel good and comfortable once all project is set.

### 10. YOUR SOLUTION

SL

1. Network issue: Create an emergency readiness plan
2. Spending power: solar power usage
3. Waste disposal: Perform regular audit on waste management & disposal
4. Shop Eco-Friendly with reusable bags and say know todisposable water bottle.
5. The solution mainly involves in collecting, sorting, recycling and when properly facilitated providing a source of energy and resources

### 8. CHANNELS OF BEHAVIOUR

CH

#### ONLINE:

1. It reaches the customers quickly.
2. We can monitor in live
3. Information about the level of trashes filled is indicated and the data is transferred to the control room for each bin including its specifications(GSM module).

#### OFFLINE:

1. Placement of bins in the main hubs of the cities, taking necessary action of discharging wastes by the municipals.