PROJECT DESIGN PHASE – I
SOLUTION FIT TEMPLATE

DATE	30 SEPTEMBER 2022
TEAM ID	PNT2022TMID21901
PROJECT NAME	SMART FARMER- IOT ENABLED SMART FARMING APPLICATION.
MAXIMUM MARKS	2MARK

Define CS, fit into CC

1. CUSTOMER SEGMENT(S) CS

Who is your customer?
i.e. working parents of 0-5 y.o. kids

A farmer who raises crops is the target market for this product. Our intention is to assist them by remotely monitoring field conditions.
This product prevents the demise of agriculture.

6. CUSTOMER CONSTRAINTS CC

What constraints prevent your customers from taking action or limit their choices
of solutions? i.e. spending power, budget, no cash, network connection, available devices.

Using numerous sensors is challenging. A number continued Internet connection is essential for success.

5. AVAILABLE SOLUTIONS AS

Which solutions are available to the customers when they face the problem

or need to get the job done? What have they tried in the past?
What pros & cons do these solutions have? i.e. pen and paper

Weather data and fields collect parameters, processed to automate irrigation process. Efficiency is a disadvantage only at close range Difficult data storage.

Explore AS, differentiate

Focus on J&P, tap into BE, understand RC

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

Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.

The purpose of this product is to employ sensors allowing acquisition of different fields settings and treat them with one centralized processing system. On cloud-based usage

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?

Frequent changes and unpredicatability made the task difficult due to weather and climate get farmers in business .These factors play an important role when deciding whether water your plant.difficult to monitor field when farmer is not in the field. .

7. BEHAVIOUR BE

What does your customer do to address the problem and get the job done?
i.e. directly related: find the right solar panel installer, calculate usage and benefits; indirectly associated: customers spend free time on volunteering work (i.e. Greenpeace)

To do this, use a suitable drainage system Overcome the Effects of Abundance water from heavy rain. Using hybrid A pest-resistant plant.

Focus on J&P, tap into BE, understand RC

3. TRIGGERS

TR

What triggers customers to act? i.e., seeing their neighbor installing solar panels, reading about a more efficient solution in the news.

Farmers fight to offer Appropriate Irrigation. Inadequate water supply will decrease˙Affects yields and farmer profit levels
Farmers are hard to predict weather.

4. EMOTIONS: BEFORE / AFTER

EM

How do customers feel when they face a problem or a job and afterwards?
i.e. lost, insecure > confident, in control - use it in your communication strategy & design.

BEFORE: Lack of knowledge in weather forecasting -›Random decisions -»low yield.
AFTER: Data from reliable source correct decision
›high yield

10.YOUR SOLUTIONS

If you are working on an existing business, write down your current solution first, fill in the canvas, and check how much it fits reality. If you are working on a new business proposition, then keep it blank until you fill in the canvas and come up with a solution that fits within customer limitations, solves a problem and matches customer behaviour.

This product data from various types of sensors and sense main server value .Also gather weather API .Final decision crops are irrigated by farmers in a mobile applications.

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8. CHANNELS of BEHAVIOUR

CH

8.1 ONLINE

What kind of actions do customers take online? Extract online channels from #7

8.2 OFFLINE

What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.

ONLINE:provide online help for in providing knowledge about farmers,Soil pH and water content. Online User assistance
Product use.
OFFLINE:Become an awareness camp Organized to teach meaning, Benefits of Automation and IoT in agricultural development.