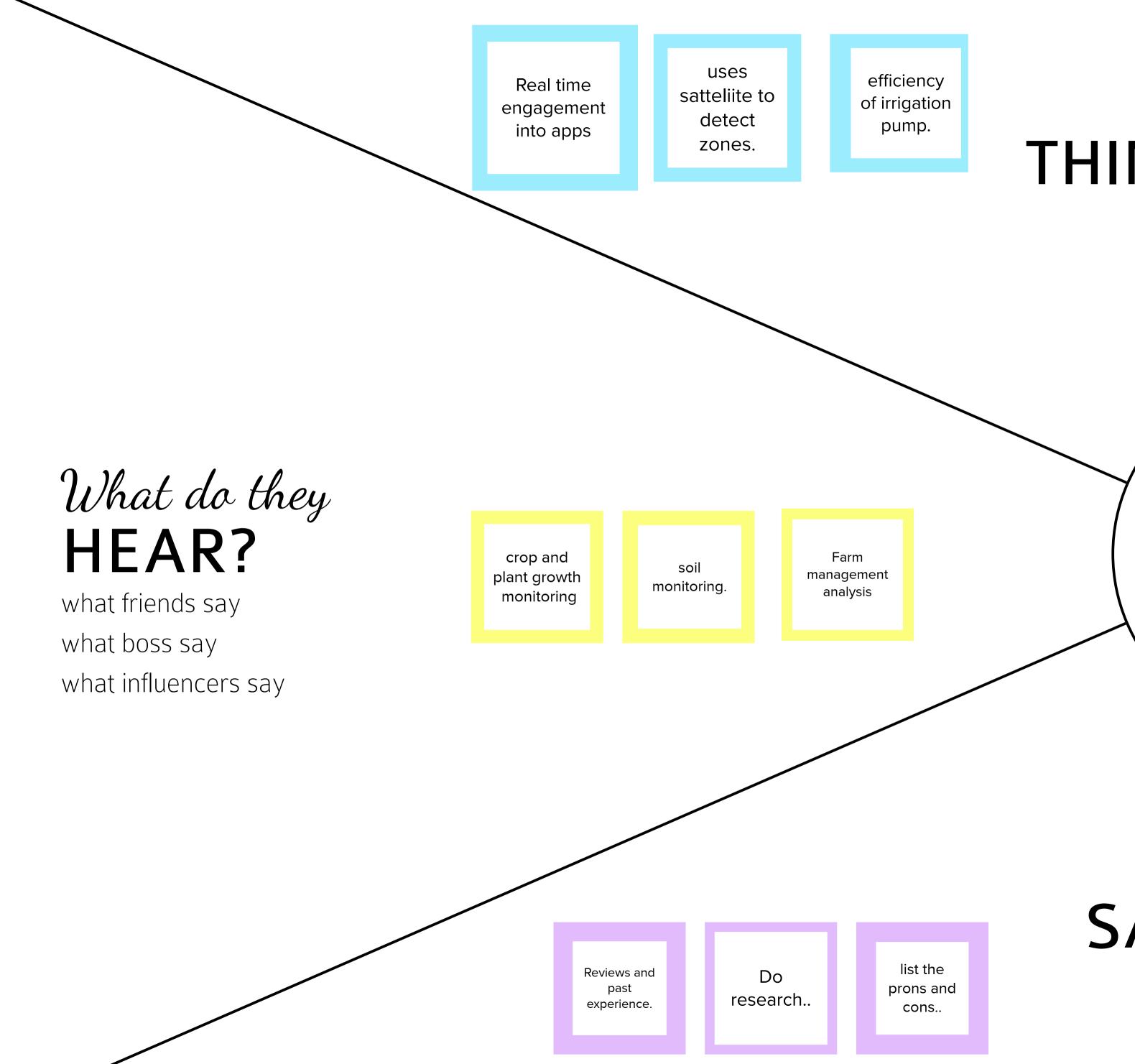




uses efficiency What do they
THINK AND FEEL? Real time satteliite to of irrigation engagement detect pump. into apps zones. what really counts major preoccupations worries & aspirations

W



What do they SEE? freshness inventory smart of crop... transportation.. management... environment friends what the market offers

PAIN

fears frustrations obstacles

mental health..

implementation inducing stress..

loss of autonomy..

GAIN

"wants" / needs
measures of success
obstacles

focus on health.

data sharing.

farm size or capital..

