

1.CUSTOMERSEGMENT(S)

CS

Whoisyourcustomer?

- Farmersareourprimarycustomerstosolve theirpro blem inchoosingrightfertilizers.
- Oursecondarycustomersarethere searcherstomak etheirjobeasywithour AITechnology.
- Peoplewhocouldn'taffordforaConsultantforchoo singcropsandfertilizers.

6.CUSTOMERCONSTRAINTS

CC

Whatconstraintspreventyourcustomersfromtakingactionorlimittheirchoicesofsolutions ?

- Thisisbasicallyawebapplication,WhichisSupporte dinalmostalldevices.
- Theeasygraphicalrepresentationmakeaclearunde rstandingforallpeople.
- TheResultsfortheirproblemwillbeinminute.

5. AVAILABLESOLUTIONS

AS

Which solutions are available to the customers when they face theornedtogetthejobdone?

- By using the AI will end up the existed problem ,byprovideresultsinlowprice.
- Itsaffordablebyallpeopleandtheresultsareprovid edinstantly
- ItsSupportsinMobile,Desktop,etc(Almostalld devic e support)

2.JOBS-TO-BE-DONE/PROBLEMS

J&P

Which jobs-to-be-done (or problems) do you address for yourcustomers?

- Itsprovidesagoodfertilizerrecommendationforth eircrops.
- Itsanalyzesthediseasewhichaffectstheirplants.
- Itsshowsasetoofcropswhichsuitablefortheirsoiland theirclimate.

9.PROBLEMROOTCAUSE

RC

What is the real reason that this problem exists?Whatisthebackstorybehindtheneedtodothisjob ?

- Thetraditionalwayareexpensive.
- Farmerswantto getresultsinstantly.
- ToimproveProductioninlowcostandeasy.
- Traditionalwaynotcontainsaeasilyunderstandabl egraphicalrepresentationofresults.

7.BEHAVIOUR

BE

Whatdoes yourcustomerdotoaddress theproblem andgetthejob

- By using our product , they able to saves a lot ofmoneyspend fora expert.
- Itssavesatimeandmakes theirprocessfaster.
- Itimprovestheirfieldgrowthwithourproduct.
- Itensuresthecausespreviouslyandprovidesolutio nsbeforethe damagehappens.

3. TRIGGERS

TR

- People will feel that our provides abunchofvaluableserviceaffordable.

4. EMOTIONS:BEFORE/AFTER

EM

- Itsreducesthefarmersunwanted Workload, stress, money, time, etc...

10. YOURSOLUTION

SL

- ByBuildingaAI,MLbasedwebapplicationmake theirissues resolvedinseconds.
- Maketheirexpensiveprocessaffordable.
- MinimizetheTimeforanalyzetheirproblem andpro videresults inseconds .
- EasyGraphicalrepresentationmakesabetterunder standingby everyone.

8. CHANNELSofBEHAVIOUR

CH

ONLINE

- TheirDataanalyzedearlywithhelpofcloudrendering

OFFLINE

- Itsimprovestheircropsproductionandre ducesthelosses.