

Define CS, fit into CC

1. CUSTOMER SEGMENT(S)

Who is your customer?
Farmers and people who are fond of plants and crops.

CS

4. CUSTOMER CONSTRAINTS

What constraints prevent your customers from taking action or limit their choices of solutions?

- Power consumption,
- Low budget
- No cash
- Poor network connection
- Device compatability.

CC

7. AVAILABLE SOLUTIONS

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?

They may have used traditional methods of finding the diseases and used according to the need.

Cons
Took more time to identify the disease.

AS

Explore AS, differentiate

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

2. JOBS-TO-BE-DONE / PROBLEMS

Which jobs-to-be-done (or problems) do you address for your customers?
Diseases in the plants are detected using artificial neural network.

J&P

5. PROBLEM ROOT CAUSE

What is the real reason that this problem exists? What is the back story behind the need to do this job?
Diseases in plants destruct the crop production which leads to scarcity of food for the growing population, there is a need of high productivity. So there is a need of immediate detection of diseases.

RC

8. BEHAVIOUR

What does your customer do to address the problem and get the job done?
Customers report their problems using the chat box and they find the solution for their problem by uploading the images of the diseased crop.
Preventive measures and Recommendation of fertilizers are given by the web application.

BE

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

3. TRIGGERS

TR

What triggers customers to act?
The destruction of crop affects the agriculture. Hence farmers take immediate action.

6. YOUR SOLUTION

SL

Detection of plant diseases using automated model. Helps in the immediate detection of plant diseases.

9. EMOTIONS: BEFORE / AFTER

EM

How do customers feel when they face a problem or a job and afterwards?
Insecure and Loss of confidence

Identify

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