

DATE	08 November 2022
PROJECT NAME	Project – Smart farmer-IoT enabled Smart farming application.
TEAM ID	PNT2022TMID16870

Define CS, fit into CC	1. CUSTOMER SEGMENT(S) CS Who is your customer? i.e. existing parents or G.T.Y.c. kids Farmers are our Customers.	4. 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. The availability of device, proper Network facilities and budget are several constraints. Knowledge about the application.	5. AVAILABLE SOLUTIONS AS Which solutions are available to the customers when they face the problem? In need to get the job done? What have they tried in the past? What pros & cons do their solutions have? i.e. pen and paper is an alternative to digital marketing. Most commonly used irrigation type is Drip irrigation the most common disadvantage is when the water is not filtered properly there will be clogs and the tubes will get affected easily. In smart farming we can use solar empowered smart irrigation system to overcome this.	Explore AS, differentiate
	2. JOBS-TO-BE-DONE / PROBLEMS J&P Which job-to-be-done (or problems) do you address for your customers? There could be more than one, explore different sides. To make farming easier more quantitatively. 1. Monitoring farms climatic conditions. 2. Automatic systems for irrigation and Fertilization. 3. Soil analysis.	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? i.e. customers have to do it because of the change in regulations. When there is no knowledge about the soil problem arises on what to be sowed, climatic conditions also play a major role. Knowledge on how to water the plants accordingly.	7. BEHAVIOUR BE What does your customer do to address the problem and get the job done? i.e. directly reached find the right water pump, installer, calculate usage and benefits, indirectly associated customers spend time on evaluating work (i.e. time spent). The customers will reach us when they don't have idea on how to analyse the soil and to improve the current irrigation system.	
Identify strong TR & EM	3. TRIGGERS TR What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news. To get correct accuracy on what to be done on the farm and to produce more crops and livestock quantitatively.	10. YOUR SOLUTION SL If you are working on an existing business, write down your current solution first, list on the canvas, and check how much it fits really. If you are working on a new business proposition, start keep it blank until you fit to the canvas and come up with a solution that fits without customer limitations, solve a problem and matches customer behaviour. There will be less weed growth, Maximum use of water efficiently, Control of soil erosion and maximum crop yield.	8. CHANNELS of BEHAVIOUR CT B.1 ONLINE What kind of actions do customers take online? Extract online channels from #7. B.2 OFFLINE What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development. we will reach the customer directly ask about their problems and provide effective solutions if their problems match our application and provide them knowledge about our application to make their farming even more easier. In online mode will do digital marketing using advertisements.	Identify strong TR & EM
	4. EMOTIONS: BEFORE / AFTER EM How do customers feel when they face a problem on a job and afterwards? i.e. lost, measure + confident, in control - use it in your communication strategy & design. As when the productivity increases farmers will be satisfied. They will not worry about the loss. Irrigation will be more efficient than before.			