Define CS, fit into CC

1. CUSTOMER SEGMENT(S)   `CS`
Our target is Public.

We are a group of people who have decided to monitor the area and garbage bins in our community. We want to make sure that everyone is safe, and we want everyone to feel like they can come to us for help if they need it.

6. CUSTOMER CONSTRAINTS

Cost
Spending power
Network problems
bin and separation

5. AVAILABLE SOLUTIONS   `AS`

Customer satisfaction is increasingly becoming an essential needed for marketers and customer service representatives. The best way to keep them happy is to make sure that their needs are met. This can be done by having a well-developed emergency readiness plan.

Explore AS, different

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

2. JOBS-TO-BE-DONE / PROBLEM.

Waste disposal and Germs spreading management.
Using optical bio sensor we can see the progress of the waste management.

If the garbage has more bacteria or virus then alert message should send to the workers for immediate cleaning purpose.

9. PROBLEM ROOT CAUSE   `RC`

Lack of was disposal and germs spreading is because network issues and system failed.
Incase in waste without disposal can create a disease spread and bad odor the area

7. BEHAVIOUR   `BE`

Using bio sensor we can monitor how much amount of germs in the garbage can.
I the garbage has more bacteria or virus the alert message should send to the workers for immediate cleaning purpose.

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

Identify

3. TRIGGERS **TR**

Showing demo of our product provide them with social proof Create high quality product content.

4. EMOTIONS: BEFORE / AFTER **EM**

BEFORE:

They may think it is new to market so it takes much risk while investing.

And they think it involves high maintenance.

AFTER:

People may feel good and comfortable once all project is set.

And so be seeing updated technology and the scope towards IOT may impress people.

10. YOUR SOLUTION **SL**

Network issue :Create an emergency readiness plan Spending

power: solar power usage Waste disposal:
Perform regular audit on waste management & disposal

8. CHANNELS of BEHAVIOUR **CH**

8.1 ONLINE

It reaches the customers quickly. We cannot

monitor in live

Cannot know about it's efficiency in disaster time because of network issue

8.2 OFFLINE

We can monitor in live

It takes time to reach customers.