

Smart Farmer IoT Enabled Smart Farming Application

What do they THINK AND FEEL?

what really counts
major preoccupations
worries & aspirations



What do they SAY AND DO?

attitude in public
appearance
behavior towards others

What do they HEAR?

what friends say
what boss say
what influencers say

What do they SEE?

environment
friends
what the market offers

PAIN

fears
frustrations
obstacles

GAIN

"wants" / needs
measures of success
obstacles

People's
wow
reaction

Wants to
grow their
own stuff.

Very
socially into
gardening.

Can see the
visible
growth.

Practical >
Sustainable.

Social
place.

Future
plans of
gardening.

They were
thinking of
monitoring
their own
plant.

Information
from
gardening
experts.

A creative
environment.

They shows
their garden
to think
it's a nice
garden.

"We like the
labor and
harvest part
of gardening."

Construct
structures
with plant.

Family indoor
garden and
the balcony.

"When plants
don't grow well
I google to find
the problem.

"I am not
sure about
my soil
condition."

Tired of
bugs and
insects.

Most of the
plant die in
winter.

Time
consuming.

Good
harvest.

Vertical
gardening
reduces space
and is more
productive.

More
connections
due to
community.