Project Title: Fertilizer recommendation using disease prediction **Project Design Phase-I - Solution Fit** **Team ID:** PNT2022TMID43319

Define CS, fit into CC

1. CUSTOMER SEGMENT(S)

Who is your customer?
i.e. working parents of 0-5 y.o. kids

CS

Farmers , researchers , people who couldn't afford for consultant for choosing crops and fertilizers

6. 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.

- This is basically a web application , which is supported in almost all devices.
- The easy graphical representation make a clear understanding for all people.
- The results for their problem will be in minute

5. 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? i.e. pen and paper is an alternative to digital notetaking

- By using the AI , will end up the existed problem by providing the results in low price.
- Its affordable by all people and results are provided instantly
- Its supports in all device (mobile,desktop)

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? There could be more than one; explore different sides.

- It provides a good fertilizer recommendation for their crops and analyses the di ease which affects the plants
- It shows the set of crops suitable for their soil and

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.

- Farmers want to get their results instantly
- The traditional way is expensive
- Production is low and hard

7. BEHAVIOUR

BE

What does your customer do to address the problem and get the job done?

i.e. directly related: find the right solar panel installer, calculate usage and benefits; indirectly associated: customers spend free time on volunteering work (i.e. Greenpeace)

- by using the product they are able to save a lot of money spent
- its saves times and their field growth

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

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.

People will feel that our product provides a bunch of valuable service affordable.

4. EMOTIONS: BEFORE / AFTER

EM

How do customers feel when they face a problem or a job and afterwards?
i.e. lost, insecure > confident, in control - use it in your communication strategy & design.

Reduces the farmers unwanted work load, stress, money and time.

10. YOUR SOLUTION

SL

If you are working on an existing business, write down your current solution first, fill in the canvas, and check how much it fits reality.
If you are working on a new business proposition, then keep it blank until you fill in the canvas and come up with a solution that fits within customer limitations, solves a problem and matches customer behaviour.

- By building a AI model , a web based application makes their issues resolved in seconds.
- Make their expensive process affordable
- Minimize the time for analyze their problem and provide results in seconds
- Easy graphical representation makes a better understanding by everyone.

8. CHANNELS of BEHAVIOUR

CH

8.1 ONLINE

What kind of actions do customers take online? Extract online channels from #7

8.2 OFFLINE

What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.

Online: data is analyzed early with the helo of cloud rendering

Offline: it improves the crop production and reduces the loss.