

Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S) Who is your customer?  Farmer</div> <div>CS</div>	<div>6. CUSTOMER CONSTRAINTS  What constraints prevent your customers from taking action or limit their choices of solutions? Spending power, budget, no cash, network connection, available devices.</div> <div>CC</div>	<div>5. AVAILABLE SOLUTIONS Which solutions are available to the customers when they face the problem  Before there is only a manual protection for crops. Now this will automatically protect the crops.</div> <div>AS</div>	Explore AS, differentiate
	<div>2. JOBS-TO-BE-DONE / PROBLEMS Automatic Irrigation, Protection of crops</div> <div></div>	<div>9. PROBLEM ROOT CAUSE What is the real reason that this problem exist? Weather condition,</div> <div>RC</div>	<div>7. BEHAVIOUR What does your customer do to address the problem and Message will send to the farmer mobile so they can identify easily</div> <div>BE</div>	

Identify system requirements & user needs	<div>3. TRIGGERS What triggers customers to act? Seeing their neighbors protected farm they can use iot based crop protection for their own field.</div> <div>TR</div>	<div>10. YOUR SOLUTION Protecting the crops from animals, birds, climate change. And automatically water the crops based on the nessiseety . This will completely reduce the manual work of the farmer.</div> <div>SL</div>	<div>8. CHANNELS of BEHAVIOUR 8.1 ONLINE What kind of actions do customers take online? They will compliant their issues through online  8.2 OFFLINE What kind of actions do customers take offline? They can change the damaged component easily</div> <div>CH</div>	Identify user needs

	<div data-bbox="150 65 454 89" data-label="Section-Header"><p>4. EMOTIONS: BEFORE / AFTER</p></div> <div data-bbox="150 97 678 138" data-label="Text"><p>How do customers feel when they face a problem or a job and afterwards? Insecure about their field&gt; More confident in the protection of crops</p></div> <div data-bbox="719 59 759 89" data-label="Image"></div>			
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