

Define CS, fit into CC	1. CUSTOMER SEGMENT(S) Farmers are the customers who are unable to predict the animals entry into the farming field. Interference of animals in agricultural lands causes a huge loss of crops.	CS	6. CUSTOMER CONSTRAINTS The constraints that the customer face while animals intervention life span of the crops.	CC	5. AVAILABLE SOLUTIONS Customers uses fence to prevent the intervention of animals,	AS	Explore AS, differentiate	
	2. JOBS-TO-BE-DONE / PROBLEMS If animals entry into the farming lands the sensor will detect the animals and send the signal to the customers.	J&P	9. PROBLEM ROOT CAUSE Due to the intervention of animals during growth of the crops customers faces the consequences.	RC	7. BEHAVIOUR Finding an animals entry into the farming lands is always a difficult task for a customer.	BE		Focus on J&P, tap into BE, understand RC
	3. TRIGGERS Some of the triggers are advertisements in the television and information from the experts.	TR	10. YOUR SOLUTION To surmount this issue an automated perspicacious crop aegis system is proposed utilizing Internet of Things (IoT).	SL	8. CHANNELS of BEHAVIOUR 8.1 ONLINE With help of various online channel farmers can buy the IoT based systems.	CH		
4. EMOTIONS: BEFORE / AFTER With the traditional farming were depressed due to the inability to predict the animals grazing in the fields using IoT system they are happy with the high yield of the healthy crops.	EM	8.2 OFFLINE Buying IoT based system from authorized shops						