

Define CS, fit into CC	<p><b>1. CUSTOMER SEGMENT(S)</b> <span>CS</span></p> <p>The municipal corporate employees who are responsible for the waste collection are our users.</p>	<p><b>6. CUSTOMER CONSTRAINTS</b> <span>CC</span></p> <ul style="list-style-type: none"><li>• Setting up the smart sensor.</li><li>• Misunderstanding of the operations of smart sensors</li><li>• balancing objectives between promoting recycling and protecting consumers against harmful chemical substances in recycled materials; insufficient data collection</li><li>• quality aspects related to recycling; energy recovery of waste.</li></ul>	<p><b>5. AVAILABLE SOLUTIONS</b> <span>AS</span></p> <p>Smart Sensors are designed for monitoring fill level in smart trash bins and containers using ultrasonic technology. Sensors transfer data very simple via all currently available IoT networks and/or GPRS. Sensors monitor all types of waste in bins and containers of different sizes. They are robust, water and shock-resistant. Fire alarm, tilt recognition and other features are included.</p>	Explore AS, differentiate
	<p><b>2. JOBS-TO-BE-DONE / PROBLEMS</b> <span>J&amp;P</span></p> <ul style="list-style-type: none"><li>• Development of storage protocols for hazardous materials.</li><li>• Management of waste facilities.</li><li>• Working with accounting and budgetary milestones.</li></ul>	<p><b>9. PROBLEM ROOT CAUSE</b> <span>RC</span></p> <p>Poorly managed waste is contaminating the world's oceans, clogging drains and causing flooding, transmitting diseases, increasing respiratory problems from burning, harming animals that consume waste unknowingly, and affecting economic development such as through tourism.</p>	<p><b>7. BEHAVIOUR</b> <span>BE</span></p> <p>Connected and involved citizens for sharing products and services to avoid waste generation and facilitate the adoption of novel business models with the aim of waste prevention, and value creation.</p>	

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

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<p><b>3. TRIGGERS</b> <span>TR</span></p> <p>Smart waste management is also about creating better working conditions for waste collectors and drivers. Instead of driving the same collection routes and servicing empty bins, waste collectors will spend their time more efficiently, taking care of bins that need servicing.</p> <hr/> <p><b>4. EMOTIONS: BEFORE / AFTER</b> <span>EM</span></p> <p>Before: Very little household waste was generated and most waste consisted of glass and old cans.</p> <p>After: Provides better environment to the people around the areas of bins.</p>	<p><b>10. YOUR SOLUTION</b> <span>SL</span></p> <p>The implementation of our solution helps to optimize the capacity of bins and to promote separation of recyclables by residents. With sufficient capacity, there is always enough space for people's trash – general and separable. The need-driven waste collection eliminates unnecessary traffic blockage and overflowing bins. Cities, as a result, become cleaner and free of litter, trash and garbage and sustainable solutions like recycling are promoted.</p>	<p><b>8. CHANNELS of BEHAVIOUR</b> <span>CH</span></p> <p><b>Online:</b> Customers can view the capacity of bin.</p> <p><b>Offline:</b> Customers need to process their regular waste collection techniques.</p>
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