

Define CS, fit into CC	<p>1. CUSTOMER SEGMENT(S)</p> <p>Who is your customer?</p> <ul style="list-style-type: none"> • Our primary customers to solve their problem in choosing right fertilizers. • Our secondary customers are the researchers to make their job easy with our AI Technology. • People who couldn't afford for a Consultant for choosing crops and fertilizers . 	<p>4. CUSTOMER CONSTRAINTS</p> <p>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.</p> <ul style="list-style-type: none"> • A web application , Which is supported in almost all devices. • Graphical representation is easy to understanding for all the people. • Results for their problem will be in minute . 	<p>7. AVAILABLE SOLUTIONS</p> <p>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 solutions.</p> <ul style="list-style-type: none"> • The AI will end up the existed problem , by provide results in low price. • Its affordable by all people and the results are provided instantly • Its Supports in Mobile ,Desktop, etc (Almost all device support) 	Explore AS, differentiate
Focus on J&P, tap into BE, understand RC	<p>2. JOBS-TO-BE-DONE / PROBLEMS</p> <p>Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.</p> <ul style="list-style-type: none"> • Its provides a good fertilizer recommendation for their crops. • Its analyzes the disease which affects their plants . • Its shows a set of crops which suitable for their soil and their climate . 	<p>5. PROBLEM ROOT CAUSE</p> <p>What is the real reason that this problem exists? What is the backstory behind the need to do this job? i.e. customers have to do it because of the change in regulations.</p> <ul style="list-style-type: none"> • Traditional way are expensive. • Farmers want to get results instantly . • To improve Production in low cost and easy . • Traditional way not contains a easily understandable graphical representation of results . 	<p>8. BEHAVIOUR</p> <p>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)</p> <ul style="list-style-type: none"> • Our product , they able to saves a lot of money spend for a expert. • Its saves a time and makes their process faster . • It improves their field growth. • Ensures the causes previously and provide solutions before the damage happens. 	Focus on J&P, tap into BE, understand RC
Identify strong TR & EM	<p>3. TRIGGERS</p> <ul style="list-style-type: none"> • People will feel that our company provides a bunch of valuable services at an affordable price. 	<p>6. YOUR SOLUTION</p> <ul style="list-style-type: none"> • By Building an AI , ML based web application make their issues resolved in seconds . • Expensive process affordable . • Minimize the Time for analyzing their problem 	<p>9. CHANNELS of BEHAVIOUR</p> <p>1.1 ONLINE</p> <ul style="list-style-type: none"> • Their Data analyzed early with help of cloud rendering. <p>1.2 OFFLINE</p> <ul style="list-style-type: none"> • It improves their crops production and reduces the losses . 	Focus on J&P, tap into BE, understand RC