

Project : IoT Based smart crop protection system for agriculture

Project Design Phase-1:Solution fit

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Define CS, fit into CL	1. CUSTOMER SEGMENT(S) CS Who is your customer? Farmer's ! Who's not near his field	6. CUSTOMER LIMITATIONS CL <small>EG. BUDGET, DEVICES</small> What limits your customers to act when problem occurs? 1)High adoption costs , security concerns. 2)Not aware of the implementation of IoT in agriculture.	5. AVAILABLE SOLUTIONS AS <small>PLUSES & MINUSES</small> Which solutions are available to the customer when he/she is facing the problem? Monitor different parameters and mobile or web application make easily to farm the crop field .	Explore AS, differentiate
	2. PROBLEMS / PAINS PR <small>ITS FREQUENCY</small> Which problem do you solve for your customer? There could be more than one problem. eg. existing solar solutions for private houses are not considered a good investment (L1). How often does this problem occur? It's difficult to monitor and control Ain't known if the application doesn't work properly.	9. PROBLEM ROOT / CAUSE RC What is the root of every problem from the list? eg. If the root of the problem is "lack of water", then the solution is "watering". eg. If the root of the problem is "lack of light", then the solution is "lighting". eg. If the root of the problem is "lack of humidity", then the solution is "humidifying". 1)If temperature , PH level ,humidity & light intensity makes the serious cause for the environment. 2)Farmer affected by less productivity which will affect in their profit.	7. BEHAVIOR BE <small>ITS INTENSITY</small> What does your customer do - how / appear / directly or indirectly related to the problem? eg. directly related: "green energy" customer (L1.1), usually chooses for 100% green provider (L2). indirectly related: "green energy" customer (L1.2), usually chooses for 100% green provider (L2). Direct related: Tries to find a solution to prevent this problem Indirect related: Located in rural where internet connectivity might not be strong enough to facilitate fast transmission speeds.	
3. TRIGGERS TO ACT TR What triggers customer to act? eg. innovative, more powerful and efficient solution (L2). Create opportunities to lift people out of poverty in developing nations. (Over 60%)	10. YOUR SOLUTION SL If you are working on existing business - write down existing solution first, fill in the canvas and come up with a solution that fits within customer limitations, solves a problem and matches customer behaviour. "IoT based Smart crop protection system for agriculture" !! It help farmers grow more food on less land by protection crops from pests, diseases and weeds as well as raising productivity per hectare.	8. CHANNELS of BEHAVIOR CH ONLINE Extract online data from the cloud and use for customer development OFFLINE Extract offline data from the cloud and use for customer development ONLINE: The Data send through application for the farmers to know about the farms. OFFLINE: The control action is taken by the farmers to monitor the farms.	Extract online & offline CH of BE	
4. EMOTIONS BEFORE / AFTER EM Which emotions do people feel before/after this problem is solved? eg. frustration, blocking (can't afford it) > boost, feeling smart, be an example for others. BEFORE: Finances, Heavy work overload and conflict in relationship. AFTER: It will easier to make more yield in				
Identify strong TR & EM				