efine CS, fit into CO

1. CUSTOMER SEGMENT(S)

Who is your customer? i.e. working parents of 0-5 y.o. kids



J&P

People's and water quality Officers

6. CUSTOMER CONSTRAINTS

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.

The head office should monitor the surroundings of River Water weakly once

Network availability and available device are the biggest issue face by the customers and need to spend a time to get daily update.

5. AVAILABLE SOLUTIONS

Which solutions are available to the customers when they face the problem



Explore AS,

differentiate

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 atternative to digital notetaking.

The solution is to avoid the mixing of industrial waste.

Strom water management

Waste water treatment.

cus on J&P, tap into BE, I

2. JOBS-TO-BE-DONE / PROBLEMS

different sides.

Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore

To identity the water quality

Chemical waste sometimes discharged into rivers

9. PROBLEM ROOT CAUSE

What is the real reason that this problem exists? What is the back story behind the need to do this job? i.e. customers have to do it because of the change in regulations.

> The major problem is the industrial waste and chemical waste mixing into theriver.

As we know sensors are bit costly and our system needs more than one sensor to work. The sensors are used periodically to check the quality of the water and might need to be replacedfrequently

7. BEHAVIOUR

RC

What does your customer do to address the problem and get the job done? find the right solar panel installer, calculate usage and benefits; indirectly associated: customers spend free time on volunteering work (i.e. Greenpeace)

Identify the Problems.

Final better network availability calculate the quality and quantity of water.

ocus on J&P, tap into BE, understand R

3. TRIGGERS

What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.

Give awareness for monitoring the water quality to the people

TR

EM

10. YOUR SOLUTION

If you are working on an existing business, wri

If you are working on an existing business, write down your current solution first, fill in the canvas, and check how much it fits reality.

If you are working on a new business proposition, then keep it blank until you fill in the canvas and come up with a solution that fits within customer limitations, solves a problem and matches customer behaviour.

Recycle the river water weakly once.

We provide a good source to the public and we work based on public review.

8. CHANNELS of BEHAVIOUR

1 ONE THE

SL

What kind of actions do customers take online? Extract online channels from #7

2 OFFLINE

What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.

ONLINE:

Public may provide review and rating for the system.

OFFLINE:

By using the smart sensors, the ph level of the water is identify.

4. EMOTIONS: BEFORE / AFTER

How do customers feel when they face a problem or a job and afterwards?
i.e. lost, insecure > confident, in control - use it in your communication strategy & design.

People felt insecure and acknowledge about the qu now they have more confident about their drinking.

