# ProjectDesignPhase-I-SolutionFit

# 1.CUS 1°OMERSEGMEN1°(

S)

Whoisyouícustomeí?



The targetmarket forthisproductisafamilythatemploysc ops. To assist them, monitor the field rem otely with this product, which prevents extinction of the species.

#### 6.CUS 12 OMERCONS 12 RAIN

 $\overline{\mathbf{C}}$ 

What constíaints pievent youi customeis fíom taking action oflimittheiichoicesofsolutions?i.e.spendingpowei,budget,nocash,netwoikconnection.availabledevices.

Itischallengingtousealargenumber of sensos. Success requiresanunrestricted,uninterrupted internetconnection.ieThetargetmarke t for this product is a familythatemployscops. To assist them,monitor the field remotely with thisproduct, which prevents extinction of the species.

## 5.AVAILABLESOLUPIONS

AS

 $\mathbf{RE}$ 

Which solutions a seavailable to the custome is when they face the pioble m

of need to get the job done? What have they tfied in thepast?Whatpíos&consdothesesolutionshave?i.e.penandpa

The investigation process isautomated using Io; meteorological data field measurements are collected and processed to do so. Disadvantages include efficiency only over short distances and cumbersome data tomanage.

## 2.JOBS-l'O-BE-DONE/PROBLEMS



 $Which jobs-to-be-done (oʻp\'ioblems) doyou add\'ess foʻí you\'icustome\'is? \textbf{1}^{\texttt{h}} he\'iceould bemo\acute{e} than one; explo\'ie diffe\'ient sides.$ 

The purpose of this product is to enableusers to acquire evasive field data and processitusing a modern processing system. Io T is used to store and transmitdata to the cloud. The Weathe API is used to assist with making mobile.

## 9.PROBLEMROO 1 CAUS E



What is the feal feason that thispfoblemexists? What is the

Frequentchangesandunpredictableweathera ndclimatemadeitdifficultforpeopletoengagei noutdooractivities. Thesefactsareimportantw hendecidingwhentoplantyourseeds. When the fame is not at the field, it is difficult to monitor the fields, which m ight cause operational damage.

#### 7.BEHAVIOUR

Whatdoesyouícustomeídotoaddíessthepíoblemandgetthej

one?

i.e.diíectlyíelated:findtheíightsolaípanelinstalleí,

calculateusageandbenefits; indiiectlyassociated: customeisspendfieetimeonvol unteefingwofk(i.e. Gieenpeace)

Utilize a rainwaterharvesting systemtoovercometheconsequencesofexces sive rain.use of insectresistanthybridplants.

#### 3.1°RIGGERS



WhattriggerscustOmerstOact?i.e.,seeingtheirneighbOrinstallingsOlarpanels,readingabOutamOreefficientsOlutioninthenews.

Faímeísstíuggletopíovideadequateiííigation.Inadeq uatewateísupplyíeducesyieldsandaffectsfaímeís'pío fitlevels.Faímeíshaveahaídtimepíedictingtheweathe

# 4.EMOTIONS:BETORE/ATTER



How docustomeísfeel when theyfacea píoblem oía job andafteíwaíds?i.e.lost,insecure>confident,incontroluseitinyOurcOmmunicationstrategy&design.

BEFORE:Lowyieldduetolackofexpertisein weatherforecastingandrandomdecisions.

AFl'ER:Datafiomieliablesouice→coiiectdeci sion→highyield

#### 10.YOURSOLU 1ºION



If y Ouarew Orking on an existing business, writed Owny Our currents Olution first, fill in the carvas, and check hOw much if fits reality.

If youare working on new business proposition, thenkeepit blankuntilyoufill

in the can vas and cOme up with a solution that fits within cust Omer limitations, solve sap roblem and matches cust Omer behaviour.

Ourproductgathersdatafromavariety of sensors and transmits the values to ourmain server. Additionally, it gathers datafrom the Weathe API. The final judgement call is made by the user of amobile application.

## 8. CHANNELSofBEHAVIOUR



#### 8.1 ONLINE

Whatkindofactionsdocustomeístakeonline?Extíactonlinechannelsfíom7

#

#### 8.2 OÏÏLINE

WhatkindOfactionsdOcustOmerstake offline? ExtractOffline channels from #7 and use them for custOmer development.

ONLINE:Giving online assistance to thebusiness, providing knowledge about the soil'smoisturecontent, and assistingusers with using the product.

OFFLINE: Theorganisation of awareness camps to impart the importance and benefits of automation and their role in the growth of adifficult task.