

1. CUSTOMER SEGMENT(S)

Who is your customer?

CS

The target market for this product is a family that employs crops. To assist them, monitor the field remotely with this product, which prevents extinction of the species.

6. CUSTOMER CONSTRAINT

What constraints prevent your customers from taking action or limit their choice of solutions? i.e. spending power, budget, no cash, network connection, available devices.

C

It is challenging to use a large number of sensors. Success requires an unrestricted, uninterrupted internet connection. i.e. The target market for this product is a family that employs crops. To assist them, monitor the field remotely with this product, which prevents extinction of the species.

5. AVAILABLE SOLUTIONS

Which solutions are available to the customer when they face the problem?

AS

of 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.

The investigation process is automated using IoT; meteorological data field measurements are collected and processed to do so. Disadvantages include efficiency only over short distances and cumbersome data to manage.

2. JOBS-TO-BE-DONE/PROBLEMS

J&P

Which jobs-to-be-done (or problems) do you address for your customers? If there could be more than one, explore different sides.

The purpose of this product is to enable users to acquire evasive field data and process it using a modern processing system. IoT is used to store and transmit data to the cloud. The Weather API is used to assist with making mobile.

9. PROBLEM ROOT CAUSE

RC

What is the real reason that this problem exists? What is the

Frequent changes and unpredictable weather and climate made it difficult for people to engage in outdoor activities. These facts are important when deciding when to plant your seeds. When the fame is not at the field, it is difficult to monitor the fields, which might cause operational damage.

7. BEHAVIOUR

BE

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

Utilize a rainwater harvesting system to overcome the consequences of excessive rain. use of insect-resistant hybrid plants.

