

Define CS, fit into CC	1. CUSTOMER SEGMENT(S) CS Who is your customer? i.e. working parents of 0-5 y.o. kids Farmer Are The First Customer For This Application. Farmer Can Easily Use This Application And Get Suggestion For Fertilizer To Used Correctly.	6. CUSTOMER CONSTRAINTS CC 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. Availability of good networks. Capturing the image in a required pixels to get a accurate prediction of disease in the plant.	5. AVAILABLE SOLUTIONS AS 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 notetaking People are judge the disease in plants by Identifying through the change of leaf's quality	Explore AS, differentiate
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Focus on J&P, tap into BE, understand RC	2. JOBS-TO-BE-DONE / PROBLEMS J&P Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides. This application focuses on helping for the farmer who needs a better recommendation of fertilizer on the infected plants .identifying the disease is one of the biggest problem here.	9. PROBLEM ROOT CAUSE RC 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. Various disease on the plants can lead to reducing the quality and quantity of the crops productivity. The insects on the plants can spread the disease .	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 installer, calculate usage and benefits; indirectly associated: customers spend free time on volunteering work (i.e. Greenpeace) Directly Farmer can easily identify the disease by the application and they don't need any extra knowledge on the disease prediction. Indirectly Farmer can be able to get resul through online immediately.	Focus on J&P, tap into BE, understand RC
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Identify strong TR & EM	3. TRIGGERS TR Seeing their crops are being infected by disease and facing huge loss in quantity and quality	10. YOUR SOLUTION SL Using the fertilizer is one the solution for the disease in the plants. Our Application use the image of the infected plant by identifying the disease and suggest the good fertilizer for the disease.	8.CHANNELS of BEHAVIOUR CH 8.1 ONLINE Basic knowledge on the plant and fertilizer 8.2 OFFLINE People try to identify the disease by the quality of the leaf's	Identify strong TR & EM
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