

Define CS, fit into CC	<div><div>1. CUSTOMER SEGMENT(S)<div>Who is your customer?</div><div><div><div>Road Travel Authorities</div><div>Passenger</div></div></div></div></div> <div>CS</div>	<div><div>6. CUSTOMER CONSTRAINTS<div>What constraints prevent your customers from taking action or limit their choices of solutions?</div><div>IoT devices have a long range and scale of connectivity</div></div></div> <div>CC</div>	<div><div>5. AVAILABLE SOLUTIONS<div>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?</div><div>Along roadways, static signs with clear directions are put as potential fixes.</div></div></div> <div>AS</div>	Explore AS, differentiate
	<div><div>2. JOBS-TO-BE-DONE / PROBLEMS<div>Which jobs-to-be-done (or problems) do you address for your customers?</div><div>Among its many duties, the Smartboard Connectivity is in charge of keeping correct temperature sensor readings and informing the board of the speed of the customer's vehicle.</div></div></div> <div>J&P</div>	<div><div>9. PROBLEM ROOT CAUSE<div>What is the real reason that this problem exists? What is the back story behind the need to do this job?</div><div>Weather conditions alter the driving experience and the passenger must be informed to change the way of driving</div></div></div> <div>RC</div>	<div><div>7. BEHAVIOUR<div>What does your customer do to address the problem and get the job done?</div><div>IoT must update the smartboard regularly</div></div></div> <div>BE</div>	
Focus on J&P, tap into C	<div><div>3. TRIGGERS<div>What triggers customers to act? i.e. seeing their neighbour installing</div><div>Improved Safety measures at unknown roads.</div></div></div> <div>TR</div>	<div><div>10. YOUR SOLUTION<div>We employ smart linked sign boards as an alternative to static signboards. With the help of a web app and weather API, these intelligent connected sign boards automatically update with the current speed limits. The speed may rise or fall in response to variations in the weather. The display of diversion signs is determined by traffic and potentially fatal situations. As appropriate, there are also signs that read "Guide (Schools), Warning, and Service" (Hospitals, Restaurants). Using buttons, it is possible to choose from a variety of operating modes.</div></div></div> <div>SL</div>	<div><div>8. CHANNELS of BEHAVIOUR<div>What kind of actions do customers take online?</div><div>Direct Messaging from consumers</div><div>What kind of actions do customers take offline?</div><div>Easy repairability</div></div></div> <div>CH</div>	Extract online & offline CH of BE
	<div><div>4. EMOTIONS: BEFORE / AFTER<div>How do customers feel when they face a problem or a job and afterwards?</div><div>A solution in hand ensures the peaceful safety of driver</div></div></div> <div>EM</div>			