

Define CS, fit into CL	<div>1. CUSTOMER SEGMENT(S)<div>Farmer's! Whose protect his field?</div></div>	<div>6. CUSTOMER LIMITATIONS<div>EG. BUDGET, DEVICES</div>1) High adoption costs, security concertos. 2) Not aware of the implementation of IoT inagriculture.</div>	<div>5. AVAILABLE SOLUTIONS<div>PLUSES &amp; MINUSES</div>Monitor different parameters and mobile or web application make easily to farm thecrop field.</div>	Explore AS, differentiate
	<div>2. PROBLEMS / PAINS<div>+ ITS FREQUENCY</div>It's difficult to monitor and control IoT know if the application doesn't work properly.</div>	<div>9. PROBLEM ROOT / CAUSE1)If temperature, PH level, humidity &amp; light intensity makes the serious cause for the environment. 2)Farmer affected by less productivity which will affect to their profit.</div>	<div>7. BEHAVIOR<div>+ ITS INTENSITY</div><div>Direct related: Tries to find a solution to prevent this problem</div><div>Indirect related: Located in rural where internet coactivity might out be strong enough to facilitate fast transmission speeds.</div></div>	Focus on PR, tap into BE, understand RC
Focus on PR, tap into BE, understand RC	<div>3. TRIGGERS TO ACTCreate opportunities to lift people out of poverty in developing patios. (Over 60%)</div>	<div>10. YOUR SOLUTION<div>"IoT based Smart crop protection system for agriculture"!!</div><div>It helps farmers grow more food or lessland by protection crops from pests, diseases and weeds as well as raising productivity per hectare.</div></div>	<div>8. CHANNELS of BEHAVIOR<div>ONLINE: The Data seed through application for the farmers to know about the farms.</div><div>OFFLINE: The control action is taken by the farmers to monitor the farms.</div></div>	Extract online & offline CH of BE
	<div>4. EMOTIONS<div>BEFORE / AFTER</div><div>BEFORE: Fioaooces, Heavy work overload and conflict in relationship.</div><div>AFTER: It will easier to make more yields in field</div></div>			
Identify strong TR & EM				