### 1. CUSTOMER SEGMENT



# **FARMERS**



### 6. CUSTOMER CONSTRAINTS



- Mobile phone Network connection
- No cost
- Basic knowledge
- Free search
- User friendly

### 5. AVAILABLE SOLUTIONS



**Explore AS, differentiate** 

- To recommend the fertilizer for the current state of the soil.
- By calculating the pH and moisture content in soil.
- Soil analysis to increase the crop yield.
- Based on the soil report, Fertilizer will be recommended to the user.

## 2. JOBS-TO-BE-DONE / PROBLEMS



- Agriculture-Importance sector in Today's life. In Agricultural aspects if plant affected by disease then it reduce the level of Agriculture.
- Disease on plants-Major constraint on production and major threat to food security.
- Fertilizers- Farmers does not find the availability of where the Fertilizers stock is currently available.
- Application- In agricultural aspects, there is no smart way to predict the plant disease and problem solving way by the farmers.

### 9. PROBLEM ROOT CAUSE



- Significant increases in algae harm water quality.
- Increases food resources and habitats.
- Limit visibility and alter plant growth.

# 7. BEHAVIOUR



Focus on J&P, tap into BE, understand RC

- Soil parameters and temperature.
- Leaf wetness.
- Weather stations.
- Relative humidity.
- Due to fungus.
- Determine risky periods.

### 3. TRIGGERS







Seeing neighbour farmer using smart application and get inspired.

### 4. EMOTIONS: BEFORE / AFTER



### Before:

- Spraying wrong fertilizers leads to heavy plant damage.
- During climatic change, farmers does not earn proper yield.

### After:

- By using smart applications we get better knowledge of fertilizers.
- Easy to predict the disease.

### 10. YOUR SOLUTION



- Disease- Effect on less amount of Agriculture production and compromises with quality.
- Fertilizers- By using the smart application they can easily track the agro services.
- Application- Used to solve a specific plant problem.

### 8. CHANNELS of BEHAVIOUR ONLINE



- Farmers take the picture of affected plant and send it by using online applications
- Online platform shows the nearby fertilizer shop.
- Predicting the type of fertilizer to be used depending on the crop type and soil.

### **OFFLINE**

- By the help of applications they have to use the fertilizers in correct manner
- Harvesting crops on time.