Project Design Phase-I
Problem – Solution Fit Template

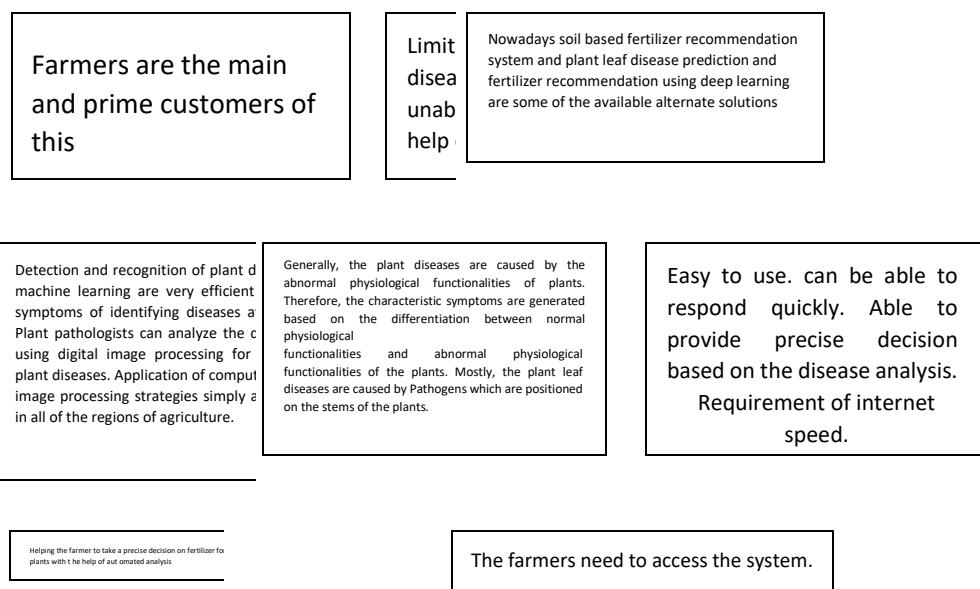| Date	16 OCTOBER 2022
Team ID	PNT2022TMID28782
Project Name	Project – Fertilizer Recommendation system for disease prediction
Maximum Marks	2 Marks

Problem – Solution Fit Template:

The Problem-Solution Fit simply means that you have found a problem with your customer and that the solution you have realized for it actually solves the customer's problem. It helps entrepreneurs, marketers and corporate innovators identify behavioral patterns and recognize what would work and why

Purpose:

→ Solve complex problems in a way that fits the state of your customers.

→ Succeed faster and increase your solution adoption by tapping into existing mediums and channels of behavior.

→ Sharpen your communication and marketing strategy with the right triggers and messaging.

→ Increase touch-points with your company by finding the right problem-behavior fit and building trust by solving frequent annoyances, or urgent or costly problems.

→ **Understand the existing situation in order to improve it for your target group.**

Template:

Farmers are the main and prime customers of this

Limit
disea
unab
help

Nowadays soil based fertilizer recommendation system and plant leaf disease prediction and fertilizer recommendation using deep learning are some of the available alternate solutions

Detection and recognition of plant d machine learning are very efficient symptoms of identifying diseases a Plant pathologists can analyze the c using digital image processing for plant diseases. Application of comput image processing strategies simply a in all of the regions of agriculture.

Generally, the plant diseases are caused by the abnormal physiological functionalities of plants. Therefore, the characteristic symptoms are generated based on the differentiation between normal physiological functionalities and abnormal physiological functionalities of the plants. Mostly, the plant leaf diseases are caused by Pathogens which are positioned on the stems of the plants.

Easy to use. can be able to respond quickly. Able to provide precise decision based on the disease analysis. Requirement of internet speed.

Helping the farmer to take a precise decision on fertilizer fo plants with t he help of aut omated analysis

The farmers need to access the system.

It helps the farmers to take a [proper] fertilizers

The system is built which uses this model .The system that provides fertilizer recommendation based on the prediction and diagnosing of leaf diseases which are depending on the segmentation such as segmenting the healthy tissues from diseased tissues of leaves. Store the data and information being transferred.

Define CS, fit into CC

1. CUSTOMER SEGMENT(S) — CS
Who is your customer?
i.e. working parents of 0-5 y.o. kids

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.

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

Explore AS, differentiate

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.

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.

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)

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

Identify strong TR & EM

3. TRIGGERS — TR
What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.

4. EMOTIONS: BEFORE / AFTER — EM
How do customers feel when they face a problem or a job and afterwards? i.e. lost, insecure > confident, in control - use it in your communication strategy & design.

10. YOUR SOLUTION — SL
If you are working on an existing business, write down your current solution first, fill in the canvas, and check how much it fits reality.
If you are working on a new business proposition, then keep it blank until you fill in the canvas and come up with a solution that fits within customer limitations, solves a problem and matches customer behaviour.

8. CHANNELS of BEHAVIOUR — CH
8.1 ONLINE
What kind of actions do customers take online? Extract online channels from #7

8.2 OFFLINE
What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.

Extract online & offline CH of BE