

Project Title:

Project Design Phase-I - Solution Fit Template

Define CS, fit into CC

1. CUSTOMER SEGMENT(S)

CS

Who is your customer?
i.e. working parents of 0-5 y.o. kids

Farmers are our Customers.

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.

The availability of device, proper Network facilities and budget are several constraints ,Knowledge about the application.

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

Most commonly used irrigation type is Drip irrigation the most common disadvantage is when the water is not filtered properly there will be clogs and the tubes will get affected easily. In smart farming we can use solar empowered smart irrigation system to overcome this.

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.

To make farming easier more quantitatively.

1. Monitoring farms climatic conditions.
2. Automatic systems for irrigation and Fertilization.
3. Soil analysis.

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.

When there is no knowledge about the soil problem arises on what to be sowed, climatic conditions also play a major role. Knowledge on how to water the plants accordingly

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)

The customers will reach us when they don't have idea on how to analyse the soil and to improve the current irrigation system

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

Identify strong TR & EM

3. TRIGGERS

To get correct accuracy on what to be done on the farm and to produce more crops and livestock quantitatively.

4. EMOTIONS: BEFORE & AFTER

As when the productivity increases farmers will be satisfied. They will not worry about the loss. Irrigation will be more efficient than before.

10. YOUR SOLUTION

There will be less weed growth, Maximum use of water efficiently. Control of soil erosion and maximum crop yield.

8. CHANNELS of BEHAVIOUR

we will reach the customer directly ask about their problems and provide effective solutions if their problems match our application and provide them knowledge about our application to make their farming even more easier.

Identify strong TR & EM

