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| Define CS, fit into CC | <div>1. CUSTOMER SEGMENT(S)<div><div>▪ Corporate Agribusiness</div><div>▪ Agro-SME</div><div>▪ Farmers</div></div><div>CS</div></div> | <div>6. CUSTOMER CONSTRAINTS<div>CC</div></div> <div>1)High adoption costs, security concerns</div> <div>2) Not aware of implementation of IOT in Agri</div> | <div>5. AVAILABLE SOLUTIONS<div>AS</div></div> <div>Implementation of land reforms</div> <div>Interplant</div> <div>Plant more densely</div> <div>Plant more crop</div> <div>Raised beds</div> <div>Smart water management</div> <div>Heat tolerant varieties</div> | Explore AS, differentiate |
| | <div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&P</div></div> <div>1. Monitoring of climate conditions</div> <div>2. Greenhouse automation</div> <div>3. Crop management</div> <div>4. Cattle monitoring and management</div> <div>5. Precision farming</div> <div>6. Agricultural drones</div> <div>7. Predictive analytics for smart farming</div> <div>8. End-to-end farm management systems</div> | <div>9. PROBLEM ROOT CAUSE<div>RC</div></div> <div>Connectivity in rural areas</div> <div>Cope with climate change, soil erosion and biodiversity loss</div> <div>Satisfy customer’s changing tastes and expectations</div> <div>Meet rising demand for more food of higher quality</div> <div>High adaptive cost</div> <div>Lack of information</div> | <div>7. BEHAVIOUR<div>BE</div></div> <div>Online: farmers can monitor all the sensor parameters by using web or mobile application even if the farmer is not near his field</div> | |

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| <p>3. TRIGGERS TR</p> <p>Optical information, virtual fence technologies allow cattle herd management based remote-sensing signals and sensors or actuators attached to the livestock</p> | | |
| <p>4. EMOTIONS: BEFORE / AFTER EM</p> <p>Increased production: the optimization of all the processes related to agriculture and livestock-rearing increases production rates.</p> <p>Water saving: weather forecasts and sensors that measure soil moisture and for the right length of time.</p> | <p>10. YOUR SOLUTION SL</p> <p>Sensor: Visual sensor and biosensors constitute a significant part of the solution to automate the monitoring process of farm animals. Sensors and biosensors in this context refer to devices that ensure data about a specific physical, chemical.</p> <p>The global positioning system(GPS): is satellite based standard sensing technology used for tracking farm animal's location.</p> | <p>8. CHANNELS of BEHAVIOUR CH</p> <p>8.1 ONLINE</p> <p>Digitalization innovation as a means to increase agricultural sustainability</p> <p>8.2 OFFLINE</p> <p>Well-informed, technology-interested young crop farmers in Germany rate SFT environmental performance with caution.</p> <p>AKIS stakeholders agree that most barriers to adoption are linked to technologies' and infrastructures' deficits</p> <p>Innovation targeted communication between farmers and technology developers or providers is not well developed.</p> <p>Multi-actor approaches can be substantial to link various stakeholders although no direct impact may be observed.</p> |