

Define CS, fit into CC

1. CUSTOMER SEGMENT(S)

CS

Who is your customer?

According to our problem statement, people living in rural areas and so, who uses river water.

6. CUSTOMER CONSTRAINTS

CC

What constraints prevent your customers from taking action or limit their choices of solutions?

Only one system is used for specific area and so people may find it hard to recover if any fault occurs, as we used sensors to detect temperature and pH.

5. AVAILABLE SOLUTIONS

AS

Which solutions are available to the customers when they face the problem need to get the job done? What have they tried in the past? What pros & cons do these solutions have?

Eventhough the individual notifications to each people could not be sent, the system will still notify the corporation and they can further notify the people.

Explore AS, differentiate

Focus on J&P, tap into

2. JOBS-TO-BE-DONE / PROBLEMS

J&P

Which jobs-to-be-done (or problems) do you address for your customers?

The river water quality monitoring system checks the temperature and pH of the water periodically and notifies the public when the quality of the water varies.

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?

As we know sensors are bit costly and our system needs more than one sensors to work. The sensors are used periodically to check the quality of the water and might need to be replaced frequently.

7. BEHAVIOUR

BE

What does your customer do to address the problem and get the job done?

The customer could use the user guide provided to overcome the problem or else they can report and contact the corporation. They will take care of the problem.

Focus on J&P, tap into C

Identify strong TR & EM

3. TRIGGERS

TR

What triggers customers to act? i.e. seeing their neighbour installing

For Example : If certain area people start using this quality monitoring system and so they are staying healthy without any water borne diseases, it will trigger the other area people start using it.

4. EMOTIONS: BEFORE / AFTER

EM

How do customers feel when they face a problem or a job and afterwards?

The customers might feel hard first, we will guide them with a user guide and they will find it easy to use.

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.

Our Solution is to check the quality of the river water periodically using two sensors. The parameters like temperature and pH of the river water is monitored and alerts when any changes in the parameters occur.

8. CHANNELS of BEHAVIOUR

CH

8.1 ONLINE

What kind of actions do customers take online?

If it is in online mode, they can use the helpline number to contact the authorities.

8.2 OFFLINE

What kind of actions do customers take offline?

If it is in offline mode, the customers can directly reach the corporation office and report the problem.

Extract online & offline CH of BE