**Project Design Phase-I - Solution Fit Template**

**Project Title: Smart Farmer-IOT Enabled Smart Farming Application Team ID:** PNT2022TMID44926

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

**Explore AS, differentiate**

**Deﬁne CS, ﬁt into CC**

**AS**

**5. AVAILABLE SOLUTIONS**

* **The existing solution is solve this solution but achieve only 35 to 45%.**

**CC**

**6. CUSTOMER CONSTRAINTS**

* **Have a cell phone only.**
* **Have not enough technology to implement that**
* **Limited budget.**

**CS**

**1. CUSTOMER SEGMENT(S)**

* **Farmers**
* **Business man**
* **Working employees who wants to do farming in his land**

**Explore AS, differentiate**

**Define CS, fit into CC**

**BE**

**7. BEHAVIOUR**

**Directly;**

* **Find the person who have know that technology, calculate their usage.**

**Indirectly:**

* **Customer spend their time to another works .**

**RC**

**9. PROBLEM ROOT CAUSE**

* **Plants growth were affected.**
* **Should not give better crop yield.**
* **Some plants are died.**
* **Wastage of water**.

**J&P**

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

* **Irrigation control**

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

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

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| --- | --- | --- | --- | --- |
| **Identify strong TR & EM** | **3. TRIGGERS TR**   * **Give advertisement in newspaper and channels.** * **See neighbours installation.** * **Provide better explaination about the use of the product.** | **10. YOUR SOLUTION**  **SL**   * **To make the product with many features.** * **Customer Can control that irrigation on anywhere at anytime.** * **Change their economic level.** | **8.CHANNELS of BEHAVIOUR CH**   * 1. **ONLINE** * **Provide the better service to customers through the some communication channels (vedio conferencing)**   1. **OFFLINE** * **Direct visiting.** * **Explain words of mouth.** |  |
| **4. EMOTIONS: BEFORE / AFTER EM**  **Before:**   * **It's not work in real time.** * **It's not give a efficiency.** * **This is a lost product.**   **After;**   * **Feel smarter.** * **This is my control.** * **Feel happy seeing this results.** |