

Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S)<div>Who is your customer? i.e. working parents of 0-15 y.o. kids</div><div>CS</div><div>Waste holders, such as private individuals, property owners or companies are our customers.</div></div>	<div>6. CUSTOMER CONSTRAINTS<div>devices</div><div>CC</div><div>Provide better control over odour and reduce pollution.</div></div>	<div>5. AVAILABLE SOLUTIONS<div>AS</div><div>Monitor is controlled by web application.alert when dustbin gets filled.</div></div>	Explore AS, differentiate	
	<div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&amp;P</div><div>*To create a cleaner, safer, more hygienic environment and enhanced operational efficiency while reducing management costs, resources, and road-side emissions. *The Smart Bin is ideal for busy locations such as campuses, theme parks, airports, railway stations.</div></div>	<div>9. PROBLEM ROOT CAUSE<div>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</div><div>RC</div><div>*poor waste management system. *High amount of waste produced by people.</div></div>	<div>7. BEHAVIOUR<div>done?  Greenpeace)</div><div>BE</div><div>Different sensors like motion sensors, hand sensors are used for sensing different behaviour of dustbin and messages are sent to the agent.</div></div>		
Focus on J&P, tap into BE, understand RC	Identify strong TR & EM	<div>3. TRIGGERS<div>Seeing how neighbours are having a clean soccity after using it people will get admire my seeing others.</div><div>TR</div></div>	<div>10. YOUR SOLUTION<div>SL</div><div>Our solutions is to manage the waste efficiently by indicating the garbage level to the users as well as authenticating persons to collect it and proceed to further process with the garbage.</div></div>	<div>8. CHANNELS of BEHAVIOUR<div>8.1 ONLINE What kind of actions do customers take online? Extract online channels from #7</div><div>8.2 OFFLINE What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.</div><div>If it is in online mode it is sending messages about bin level , no of bins and such kind of information to the agent.if it is in offline mode,it is collecting waste from the garbage.</div><div>CH</div></div>	Identify strong TR & EM
		<div>4. EMOTIONS: BEFORE / AFTER<div>Before smart waste management they feel society is with health problems .after smart bin, tidy society</div><div>EM</div></div>			