

Define CS, fit into CC

1. CUSTOMER SEGMENT(S) CS

- 1. Our target is Public.
- 2. Municipality and Local authorities of Metropolitan cities of India

6. CUSTOMER CONSTRAINTS CC

- 1. Cost
- 2. Recycling is expensive
- 3. Network issue
- 4. More energy
- 5. Size of the bin and separation of various wastes

5. AVAILABLE SOLUTIONS AS

- 1. Reduce running cost
- 2. Solar power
- 3. Increases the sustainability of waste services
- 4. Review compliance guidelines

Explore AS, differentiate

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

2. JOBS-TO-BE-DONE / PROBLEMS J&P

- 1. Germ spreading
- 2. Avoid overflow bins & maintenance
- 3. Perform regular audits on waste management & disposal
- 4. Reduce number of bins & replace smart bins
- 5. Proper Segregating & Minimizing Waste.

9. PROBLEM ROOT CAUSE RC

- 1. Lack of waste disposal: If any network issues occurred then the message will not receive by the workers, so the waste disposal get delayed.
- 2. Due to lack of proper systems for disposal and collections, wastes & garbage's end up in the roads and surrounding

7. BEHAVIOUR BE

- 1. Ai-based smart waste bin, designed for public places, enabling them to Monitor and Manage.
- 2. Sensor sense the amount of waste in trash can.
- 3. The device sends the notification to the agent and they collect the trash.

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

<div> <div>3. TRIGGERS</div> <div>TR</div> <p>People want to make their environment cleaner and also prevent the spread of health hazards in their community -waste tend to decay faster, and if not carefully managed, decomposition can lead to bad odor-piled up waste also serves as a breeding place for mosquitos and Other insects.</p> </div>	<div> <div>10. YOUR SOLUTION</div> <div>SL</div> <ol style="list-style-type: none"> <li>1. Network issue: Create an emergency readiness plan</li> <li>2. Spending power: solar power usage</li> <li>3. Waste disposal: Perform regular audit on waste management &amp; disposal</li> <li>4. Shop Eco-Friendly with reusable bags and Say know to disposable water bottle.</li> <li>5. The solution mainly involves in collecting, sorting, recycling and when properly facilitated providing a source of energy and resources</li> </ol> </div>	<div> <div>8. CHANNELS OF BEHAVIOUR</div> <div>CH</div> <p>ONLINE:</p> <ol style="list-style-type: none"> <li>1. It reaches the customers quickly.</li> <li>2. We can monitor in live</li> <li>3. Information about the level of trashes filled is indicated and the data is transferred to the control room for each bin including its specifications (GSM module).</li> </ol> <p>OFFLINE:</p> <ol style="list-style-type: none"> <li>1. Placement of bins in the main hubs of the cities, taking necessary action of discharging wastes by the municipals.</li> </ol> </div>
<div> <div>4. EMOTIONS: BEFORE / AFTER</div> <div>EM</div> <p>BEFORE:</p> <p>More negative emotion associated with increased intention to reduce waste management</p> <p>AFTER:</p> <p>People may feel good and Comfortable once all project is set.</p> </div>		