PNT2022TMID01855	Problem Solution-Fit	Fertilizers Recommendation System for Disease Prediction

Define CS, fit into CC

1. CUSTOMER SEGMENT(S) — CS

Who is your customer?

- Farmers are our primary customers to solve their problem in choosing right fertilizers.
- Our secondary customers are the researchers to make their job easy with our AI Technology.
- People who couldn't afford for a Consultant for choosing crops and fertilizers .

6. CUSTOMER CONSTRAINTS — CC

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

- This is basically a web application , Which is Supported in almost all devices.
- The easy graphical representation make a clear understanding for all people.
- The Results for their problem will be in minute .

5. AVAILABLE SOLUTIONS — AS

Which solutions are available to the customers when they face the or need to get the job done?

- By using the AI will end up the existed problem , by provide results in low price.
- Its affordable by all people and the results are provided instantly
- Its Supports in Mobile ,Desktop, etc (Almost all device support)

Explore AS, differentiate

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

2. JOBS-TO-BE-DONE / PROBLEMS — J&P

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

- Its provides a good fertilizer recommendation for their crops.
- Its analyzes the disease which affects their plants .
- Its shows a set of crops which suitable for their soil and their climate .

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?

- The traditional way are expensive.
- Farmers want to get results instantly .
- To improve Production in low cost and easy .
- Traditional way not contains a easily understandable graphical representation of results .

7. BEHAVIOUR — BE

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

- By using our product , they able to saves a lot of money spend for a expert.
- Its saves a time and makes their process faster .
- It improves their field growth with our product .
- It ensures the causes previously and provide solutions before the damage happens.

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

Identify strong TR & EM

3. TRIGGERS — TR

- People will feel that our provides a bunch of valuable service affordable.

4. EMOTIONS: BEFORE / AFTER — EM

- Its reduces the farmers unwanted Work load ,stress , money , time , etc …

10. YOUR SOLUTION — SL

- By Building a AI , ML based web application make their issues resolved in seconds .
- Make their expensive process affordable .
- Minimize the Time for analyze their problem and provide results in seconds .
- Easy Graphical representation makes a better understanding by everyone .

8. CHANNELS of BEHAVIOUR — CH

ONLINE
- Their Data analyzed early with help of cloud rendering

OFFLINE
- Its improves their crops production and reduces the losses .

Extract online & offline CH of BE