

Define CS, fit into CC	<b>1. CUSTOMER SEGMENT(S)</b> <span>CS</span> Who is your customer? i.e. working parents of 0-5 y.o. kids. <ul style="list-style-type: none"> <li>Metropolitan city citizens</li> <li>Waste holders such as companies.</li> </ul>	<b>6. CUSTOMER CONSTRAINTS</b> <span>CC</span> devices. <ul style="list-style-type: none"> <li>Provide better control over odour and reduce pollution.</li> </ul>	<b>5. AVAILABLE SOLUTIONS</b> <span>AS</span> problem not taking <div> <ul style="list-style-type: none"> <li>Join buy and sell groups</li> <li>Shop eco_friendly</li> </ul> </div>	Explore AS, differentiate
	<b>2. JOBS-TO-BE-DONE / PROBLEMS</b> <span>J&amp;P</span> <div> <ul style="list-style-type: none"> <li>the overflowing needs to be avoided.</li> <li>Should use 3 Rs: recycle reduce and reuse</li> </ul> </div>	<b>9. PROBLEM ROOT CAUSE</b> <span>RC</span> 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> <ul style="list-style-type: none"> <li>Lack of industry expertise</li> <li>Emission of greenhouse gases.</li> </ul> </div>	<b>7. BEHAVIOUR</b> <span>BE</span> done? Greenpeace) <div> <p>If the sensors are not working properly contact the customer.</p> </div>	
<b>3. TRIGGERS</b> <span>TR</span> Seeing how neighbours are having a clean after using it people will get admire my seeing others. <div> <b>4. EMOTIONS: BEFORE / AFTER</b> <span>EM</span>          Before smart waste management they feel society is with health problems .after smart bin, tidy society       </div>	<b>10. YOUR SOLUTION</b> <span>SL</span> 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.	<b>8. CHANNELS of BEHAVIOUR</b> <span>CH</span> <b>8.1 ONLINE</b> What kind of actions do customers take online? Extract online channels from #7 <b>8.2 OFFLINE</b> What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development. <ul style="list-style-type: none"> <li>If it is in online mode it is sending messages about bin level , no of bins and such kind of information to the agent.</li> <li>if it is in offline mode,it is collecting waste from the garbage.</li> </ul>	Identify strong TR & EM	
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