

Define CS, fit into CC	<b>1. CUSTOMER SEGMENT(S)</b> <b>CS</b> Who is your customer? <ul style="list-style-type: none"> <li>Farmers are our primary customers to solve their problem in choosing right fertilizers.</li> <li>Our secondary customers are the researchers to make their job easy with our AI Technology.</li> <li>People who couldn't afford for a Consultant for choosing crops and fertilizers .</li> </ul>	<b>6. CUSTOMER CONSTRAINTS</b> <b>CC</b> What constraints prevent your customers from taking action or limit their choices of solutions? <ul style="list-style-type: none"> <li>This is basically a web application , Which is Supported in almost all devices.</li> <li>The easy graphical representation make a clear understanding for all people.</li> <li>The Results for their problem will be in minute .</li> </ul>	<b>5. AVAILABLE SOLUTIONS</b> <b>AS</b> Which solutions are available to the customers when they face the or need to get the job done? <ul style="list-style-type: none"> <li>By using the AI will end up the existed problem , by provide results in low price.</li> <li>Its affordable by all people and the results are provided instantly</li> <li>Its Supports in Mobile ,Desktop, etc (Almost all device support )</li> </ul>	Explore AS, differentiate
Focus on J&P, tap into BE, understand RC	<b>2. JOBS-TO-BE-DONE / PROBLEMS</b> <b>J&amp;P</b> Which jobs-to-be-done (or problems) do you address for your customers? <ul style="list-style-type: none"> <li>Its provides a good fertilizer recommendation for their crops.</li> <li>Its analyzes the disease which affects their plants .</li> <li>Its shows a set of crops which suitable for their soil and their climate .</li> </ul>	<b>9. PROBLEM ROOT CAUSE</b> <b>RC</b> What is the real reason that this problem exists? What is the back story behind the need to do this job? <ul style="list-style-type: none"> <li>The traditional way are expensive.</li> <li>Farmers want to get results instantly .</li> <li>To improve Production in low cost and easy .</li> <li>Traditional way not contains a easily understandable graphical representation of results .</li> </ul>	<b>7. BEHAVIOUR</b> <b>BE</b> What does your customer do to address the problem and get the job <ul style="list-style-type: none"> <li>By using our product , they able to saves a lot of money spend for a expert.</li> <li>Its saves a time and makes their process faster .</li> <li>It improves their field growth with our product .</li> <li>It ensures the causes previously and provide solutions before the damage happens.</li> </ul>	Focus on J&P, tap into BE, understand RC
Identify strong TR & EM	<b>3. TRIGGERS</b> <b>TR</b> <ul style="list-style-type: none"> <li>People will feel that our provides a bunch of valuable service affordable.</li> </ul> <b>4. EMOTIONS: BEFORE / AFTER</b> <b>EM</b> <ul style="list-style-type: none"> <li>Its reduces the farmers unwanted Work load ,stress , money , time , etc ...</li> </ul>	<b>10. YOUR SOLUTION</b> <b>SL</b> <ul style="list-style-type: none"> <li>By Building a AI , ML based web application make their issues resolved in seconds .</li> <li>Make their expensive process affordable .</li> <li>Minimize the Time for analyze their problem and provide results in seconds .</li> <li>Easy Graphical representation makes a better understanding by everyone .</li> </ul>	<b>8. CHANNELS of BEHAVIOUR</b> <b>CH</b> ONLINE <ul style="list-style-type: none"> <li>Their Data analyzed early with help of cloud rendering</li> </ul> OFFLINE <ul style="list-style-type: none"> <li>Its improves their crops production and reduces the losses .</li> </ul>	Extract online & offline CH of BE