

Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S)<div>Who is your customer?</div><div>Industrialist is the customer.</div><div>Wind energy producers.</div></div> <div>CS</div>	<div>6. CUSTOMER CONSTRAINTS<div>What constraints prevent your customers from taking action or limit their choices of solutions?</div><div>Spending power, Budget, No cash, Risk factor of extent.</div></div> <div>CC</div>	<div>5. AVAILABLE SOLUTIONS<div>Which solutions are available to the customers when they face the problem or need to get the job done? What have they tried in the past? What pros &amp; cons do these solutions have?</div><div>Predication based on the previous year energy output.</div></div> <div>AS</div>	Explore AS, differentiate
	<div>2. JOBS-TO-BE-DONE / PROBLEMS<div>Which jobs-to-be-done (or problems) do you address for your customers?</div><div><div></div><div>Disaster or change of seasons</div><div>Failures in machines</div><div>Damages in Electronic devices</div></div></div> <div>J&amp;P</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?</div><div><div></div><div>Less awareness about demands and troubles among the people.</div><div>Unpredictable weather condition.</div><div>High set-up cost.</div></div></div> <div>RC</div>	<div>7. BEHAVIOUR<div>What does your customer do to address the problem and get the job done?</div><div>Directly related, Predict the weather and exact location of wind energy outcome by the application.</div><div>Indirectly related, Output power can be predicted in order to avoid damages.</div></div> <div>BE</div>	
Focus on J&P, tap into BE, understand RC				Focus on J&P, tap into BE, understand RC

Identity strong TR & EM	<div><div><div>3. TRIGGERS</div><div>What triggers customers to act?</div><div>Analyze the weather patterns to predict wind energy</div></div><div>TR</div></div>	<div><div><div>10. YOUR SOLUTION</div><div>If you are working on an existing business, write down your current solution first, fill in the canvas, and check how much it fits reality. If you are working on a new business proposition, then keep it blank until you fill in the canvas and come up with a solution that fits within customer limitations, solves a problem and matches customer behavior.</div><div><ul style="list-style-type: none"><li>It reduces the need for additional balancing energy and reserve power to integrate wind power.</li><li>The inlet condition of the wind farm is forecasted by a auto regressive model.</li></ul></div></div><div>SL</div></div>	<div><div><div>8. CHANNELS of BEHAVIOUR</div><div>8.1 ONLINE What kind of actions do customers take online? Extract online channels from #7</div><div>After uploading collected data, the projects predict the wind energy output.</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>Data is collected by customer</div></div><div>CH</div></div>	Identity strong TR & EM
	<div><div><div>4. EMOTIONS: BEFORE / AFTER</div><div>How do customers feel when they face a problem or a job and afterwards? Before: Anger at improper energy flow After: Satisfaction after optimized energy flow</div></div><div>EM</div></div>			