



# Mr. Sanath Dasanayake

AGE	28
OCCUPATION	Accountant of "SoftSkin"
INCOME	About Rs. 100,000
STATUS	Single
LOCATION	Galle, Sri Lanka

## ABOUT

Mr. Sanath Dassanayake is currently working as an accountant in a soap company called "SoftSkin". As a single person he lives in a small house and he spends his day with daily working plans and in addition to the office hours he uses the some of hours to complete his office work at home as well.

## NEEDS

- Manage the both works at home without any difficulties by using the income.
- Reducing the units of electricity which causes to generate a high electricity bill.
- Try new technologies like Solar power to reduce the bill.

## FRUSTRATION

- It is difficult to manage the salary due to the high electricity bill and I am not able to save enough money for my future.
- There is no other energy method that can be used in addition which can be supplied and used my own

## MOTIVATION

- There are new renewable energy methods can be used in addition like solar energy.
- There are mobile apps which give help to manage energy.

## TECHNOLOGY

- Internet
- Wifi
- Mobile Apps

## DEVICES

- Laptop
- Mobile Phone

## BRANDS

- Samsung
- Apple



# Mrs. Chamani Perera

AGE	35
OCCUPATION	Owner of "Solar YX"
INCOME	Less than Rs 100 million
STATUS	Married
LOCATION	Colombo 5, Sri Lanka

## ABOUT

Mrs. Chamani Perera is the woner of Solar Power generating and supply company called "Solar YX". She is trying to promote the service of her new company and strengthen the economy of the country.

## NEEDS

- Improve the business by
  - promoting her business among new customers
- Make new connections with the
  - new entrepreneurs in the country.
- Experimenting new technologies
  - and mechanisms to increase the profitability and the quality

## FRUSTRATION

- It is difficult to promote these kind of new trends around the country as it is a new experience to the country.
- There is no encourage from the government.

## MOTIVATION

- There are discussions with the customer companies and they have plans to increase the service they are getting.
- There are ongoing experiments in university levels to conduct researches of the success.

## TECHNOLOGY

- Internet and Wifi
- AI and Machine Learning
- Mobile Apps

## DEVICES

- Laptop
- Mobile Phone
- Tablet

## BRANDS

- Samsung
- HP