

PROJECT DESIGN PHASE-1 Solution Fit Template

Project Title:

Team ID: PNT2022TMID43190

Inventory Management System for Retailers

Define CS, fit into CC	<div>CS</div> <div>1. <u>CUSTOMER SEGMENT(S)</u></div> <div>Who is your customer?</div> <div><ul style="list-style-type: none">➤E-commerce seller➤Consumers who buy the products through digital</div>	<div>CC</div> <div>6. <u>CUSTOMER CONSTRAINTS</u></div> <div>What constraints prevent your customers from taking action or limit their choices of solutions?</div> <div><ul style="list-style-type: none">➤Limits on raw materials➤Machine capacity➤Workforce capacity➤Inventory investment➤Storage space➤The total number of orders placed.</div>	<div>AS</div> <div>5. <u>AVAILABLE SOLUTIONS</u></div> <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 & cons do these solutions have?</div> <div><ul style="list-style-type: none">➤Inventory Optimization➤Order Management➤Supply Chain Management➤Warehouse Management➤Logistics</div>	Explore AS, differentiate

Focus on J&P, tap into BE, understand RC	<div>J&P</div> <div>2. <u>JOBS-TO-BE-DONE / PROBLEMS</u></div> <div>Which jobs-to-be-done (or problems) do you address for your customers?</div> <div><ul style="list-style-type: none">➤Ordering too little or too much products➤Misplacing or Losing items in your warehouse➤Dealing with outdated or spoiled inventory➤poor communication➤physical counts➤prone to human error</div>	<div>RC</div> <div>9. <u>PROBLEM ROOT CAUSE</u></div> <div>What is the real reason that this problem exists? What is the back story behind the need to do this job?</div> <div><ul style="list-style-type: none">➤Don't know what is expected of them➤Incapable of providing forecast demand accurately➤Takes too much time to extract information from various systems➤Human errors that can be miscalculate, miscount, or make other mistakes in inventory➤Incapable of tracking inventory between outbound and inbound operations upon inventory➤Can lead to higher logistics costs, backorders and stockouts, inaccuracies, and lower customers satisfaction levels.</div>	<div>BE</div> <div>7. <u>BEHAVIOUR</u></div> <div>What does your customer do to address the problem and get the job done?</div> <div><ul style="list-style-type: none">➤Make Inventory as automation minimises human error.➤Manage, control and access the inventory through software.➤get real-time data on changes in your stock➤set up alerts for automatic re-ordering.➤Use other integrated services</div>	Focus on J&P, tap into BE, understand RC

3. TRIGGER**TR**

What triggers customers to act?

- Customer friendly
- Easy to access
- Seeing other retailers growths and improvement through Inventory management.
- Customer satisfaction?

4. EMOTIONS: BEFORE / AFTER**EM**

How do customers feel when they face a problem or a job and afterwards?

S.NO	EMOTIONS	BEFO;RE	AFTER
1	Accuracy	Less	More
2	Productivity	Slower	Faster
3	Visibility of Inventory Data	Less	Complete
4	Labour intensity	More	Less
5	Growth and profits	Less	More
6	Satisfaction	Less	More

10. YOUR SOLUTION**SL**

- The solution for many businesses is to use in automated inventory control and tracking solutions.
- These are modern processes that use advanced technology to manage inventory within the supply chain.

➤ With software, mobile solutions, and other integrated hardware, like barcodes, RFID tags, and scanners, warehouse management can gain the visibility it needs.

➤ Digital automation saves you time.

➤ Inventory management helps you predict demand.

➤ Digital inventory control and tracking solutions are transforming the modern industry. These are behind-the-scenes solutions that make businesses more efficient, resulting in higher levels of customer satisfaction and better bottom-line results.

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