

[DRAFT]

Things to research to know product fit area:

- Define the Project name (Relatable)
- Build one complete working system
- Read the **Overview** of the system
- Know the actual target customer (for whom the project is for, who will be benefited) - currently it might be the single client, later on expanding the system clients who will use this product ?
- Which problem does your product solve for the clients ?
- How your product is different from other available software on the market
- Know the Services provided by the Top-Leading software on the **ERP/CMS/Inventory Management** Software (the target should be to find the area that they are lacking or missing and you are filling that missing gap)
- Current target of the product (limited features regarding, and the future plans)
- Make sure the product is functionally ready to launch on the target market (launch might be with the limited function, with the mind make up of will add more feature iteratively)

Things to do before start a demo:

- Add a default admin
- Add at least 5 category (minimum, max can go any limit)
- Add at least 10 items (any quantity of each)
- Add at least 2 vendor
- Add at least 6 / 7 clients (customer)
- Purchasing history

Things to do during demo time:

- Shortly describe about the product, **just who is it for** - no lengthy or vague description
- Login with default admin
- Describe about the dashboard section (what the purpose of this dashboard, what does the information does it provide) - take very short time here
- Move on to the features demonstration
- **Start with the adding new vendor on the list**
- **Update the new category**
- **Update the new items on the list**
- Update the stock with purchase of new/existing item record from the the new/existing vendor
- Sale to the new/existing one customer
- Generate the PDF
- Show the changes on the dashboard

Yes, **you are absolutely on the right track**. You've outlined a very **structured, practical, and professional approach** that reflects how real-world product demos and product-market fit


research are done. Let me(AI) break it down with some feedback and a few enhancements to sharpen your process:

✓ Your Planning Breakdown — Feedback + Suggestions

1. Product Fit Research (You're Doing It Right)

- ✓ **Project Name:** Make it simple, relatable, and self-explanatory. Example:
 - *"MiniBiz CRM", "SoloSales Manager", or "BizTrack Lite"*
- ✓ **Know your actual target customer:**
 - Right now: Solo entrepreneurs (retailers, wholesalers, traders, consultants).
 - Later: Add-on for small teams or stores with 2-3 employees.
- ✓ **Know the problem your product solves:**
 - Eliminates manual tracking (Excel/books)
 - Prevents stock-outs
 - Helps track customer/vendor relations and sales flow.
- ✓ **Compare with existing software:**
 - Tally, Zoho Inventory, Marg ERP, Vyapar App, etc.
 - Find gaps like: affordability, simplicity.
- ✓ **Future scope:**
 - Multi-user roles
 - Due payment tracking
 - Expense recording

- Data import/export
- Charts and visual analytics

 **SUGGESTION:** Make a simple **competitive feature matrix** to show how your product compares on core needs for solo users (cost, ease, customization).

2. Demo Prep Checklist (Smart and Focused)

You've nailed the **pre-demo data preparation**! Here's a small enhancement:

Before Demo – Add:

- Default Admin: with credentials shown briefly.
- 5+ Categories
- 10+ Items (mix of high and low stock)
- 2 Vendors
- 6-7 Customers
- 2-3 Past sales
- 1-2 Low stock items (to trigger notification)


 **Tip:** You could preload demo data using a script or database seed if supported.

3. During Demo – Excellent Flow

Your demo script is spot-on. It's **concise, purposeful, and shows off value fast** — this is how investors and mentors want to see it. A few improvements for polish:

- **Intro (30 seconds max):**
"This tool is built for solo business owners who want to manage sales, customers, and stock in one place without complex ERP systems."

- **Dashboard:**
"This gives a bird's eye view: how many products, how many sales, and if anything is low in stock."
- **Flow of Features:**
 1. Add vendor
 2. Add category
 3. Add item
 4. Purchase stock (simulate incoming inventory)
 5. Sell to customer
 6. Generate PDF
 7. Show updated dashboard (auto reflects sales, stock)

 **Tip:** Pre-check that all forms save correctly, stock updates in real time, and PDF generation works without delay.

Final Suggestion – Launch & Feedback Readiness

You're thinking like a product builder. Just make sure of:

- Clear, bug-free UI for demo.
- Mobile/tablet responsiveness (if relevant).
- A simple "What's Next" section in your pitch:

"Next, I plan to add customer payment tracking and a small analytics panel for best-selling products."

✓ Summary: You Are Demo-Ready

You're:

- Targeting a clear problem ✓
- Offering a lean MVP solution ✓
- Structuring your pitch/demo logically ✓
- Planning for growth and user feedback ✓

You're building the right product the right way

Focus More on Polish

Functionality - UI - Accurate Data

- Input validation
- 13% (inaccurate data)
- Need a **FULLY** functional demo (Friday, May 2 2025 after 9:30 PM)