CS

1. CUSTOMER SEGMENT(S)

Our Proposed Model targets

2. JOBS-TO-BE-DONE / PROBLEMS

not properly organized

because they only keep it in the logbook and

retailers to have a track on their

i.e. working parents of 0-5 y.o. kids

stock availability.

Who is your customer?

The problem faced by the retailers is that they do not have any system to record and keep their inventory data. It is difficult for the owner to record the inventory data quickly and safely

3. TRIGGERS What triggers customers to act? i.e. seeing their neighbour installing

solar panels, reading about a more efficient solution in the news.

4. EMOTIONS: BEFORE / AFTER

tired, fear, forgetful

Before:

After:

Stress free, confident, relief

Increasing customer demand

Insufficient Order Management

How do customers feel when they face a problem or a job and afterwards? i.e. lost, insecure > confident, in control - use it in your communication strategy & design.

Market competition

6. CUSTOMER CONSTRAINTS

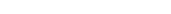
9. PROBLEM ROOT CAUSE

What is the real reason that this

more in number.

TR

ΕM



Do not have enough knowledge of the available and upcoming demands of the stocks. More over existing solutions are not so far good for

RC

We aim to design an Inventory Management system which

is used to manage the inventory details and aims to save

for the future investments. User can track the stocks sold

and yet to be sold and can visualize it. The Application will

notify the user when a stock is about to complete.

What constraints prevent your customers from taking action or limit their choices of solutions? i.e. spending power, budget, no cash, network connection, available devices.

small retailers and are complex to use.

Most of the retailers buy stocks which

10. YOUR SOLUTION

cannot be kept in account or tracked since

it consumes time and the stock count is

5. AVAILABLE SOLUTIONS

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? i.e. pen and paper

Explore AS, differentiate

- Slower order processing, higher labor costs and larger inventory write-offs at the end of the year small mistakes can

Manual inventory tracking amount to a big profit-loss.

7. BEHAVIOUR



i.e. directly related: find the right solar panel installer, calculate

- Track the incoming and outgoing of
- Update information onto cloud frequently
- Know the market trends and adapt accordingly

Manage the inventory efficiently

8. CHANNELS of BEHAVIOUR

SL

Alerting the particular person about the stocks limits, either full or empty or even about the reach of a particular limit. Updating of flowing of the stocks regularly 8.2 **OFFLINE**

Manual Checking. Stock Distribution among the Inventory











