Project Title: Inventory Management System for Retailer　　**Project Design Phase-I** - **Solution Fit Template**　　**Team ID:** PNT2022TMID05629

Define CS, fit into CC

1. CUSTOMER SEGMENT(S)　CS

Who is your customer?
i.e. working parents of 0-5 y.o. kids

Our Proposed Model targets retailers to have a track on their stock availability.

6. CUSTOMER CONSTRAINTS　CC

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.

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

5. AVAILABLE SOLUTIONS　AS

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

- Manual inventory tracking
- Slower order processing, higher labor costs and larger inventory write-offs at the end of the year small mistakes can amount to a big profit-loss.

Explore AS, differentiate

Focus on J&P, tap into BE, understand RC

2. JOBS-TO-BE-DONE / PROBLEMS

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 because they only keep it in the logbook and not properly organized

9. PROBLEM ROOT CAUSE　RC

What is the real reason that this p

Most of the retailers buy stocks which cannot be kept in account or tracked since it consumes time and the stock count is more in number.

7. BEHAVIOUR　BE

What does your customer do to address the problem and get the job done?

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

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

Focus on J&P, tap into BE, understand RC

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3. TRIGGERS　TR

What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.

- Increasing customer demand
- Market competition
- Insufficient Order Management

4. EMOTIONS: BEFORE / AFTER　EM

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.

Before:
　tired, fear, forgetful

After:
　Stress free, confident, relief

10. YOUR SOLUTION　SL

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.

8. CHANNELS of BEHAVIOUR　CH

8.1 ONLINE
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