

Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S)<div>CS</div></div> <div>Inventory management aids businesses in determining which merchandise to order when and in what quantities. These are used by managers, accountants and production team to keep a track of demand and supply of products in company.</div>	<div>6. CUSTOMER CONSTRAINTS<div>CC</div></div> <div>The customer might initially face constraints with application usage and might need stock knowledge</div>	<div>5. AVAILABLE SOLUTIONS<div>AS</div></div> <div>Manual inventory tracking is possible, but it results in longer order processing, more labour expenses, and larger inventory write-offs at the end of the year</div>	Explore AS, differentiate
Focus on J&P, tap into BE, understand RC	<div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&P</div></div> <div>The primary challenges of inventory management are having too much inventory and not being able to sell it, not having enough inventory to fulfill orders, and not understanding what items you have in inventory and where they're located.</div> <div>Other obstacles include:<ul style="list-style-type: none">- Getting Accurate Stock Details- Poor Processes- Changing Customer Demand- Using Warehouse Space Well</div>	<div>9. PROBLEM ROOT CAUSE<div>RC</div></div> <div><ul style="list-style-type: none">- Inaccurate information about stock movement- Demands of consumers change day by day</div>	<div>7. BEHAVIOUR<div>BE</div></div> <div><ul style="list-style-type: none">- Track and monitor the incoming and outgoing of stocks.- To update available quantity information onto cloud frequently.- Know the market trends and adapt accordingly to increase the profitability.- Manage the inventory efficiently to avoid out of stock</div>	Focus on J&P, tap into BE, understand RC
Identify strong TR & EM	<div>3. TRIGGERS<div>TR</div></div> <div><ul style="list-style-type: none">- Fluctuating customer demand- Market competition- Management of resources- Management of demand and supply</div>	<div>10. YOUR SOLUTION<div>SL</div></div> <div>The issue arises due to the lack of communication between the supplier and the production managers. So, the aim is to develop a cloud application that provides an easy way to manage the sales and purchases and track inventory.</div>	<div>8. CHANNELS of BEHAVIOUR<div>CH</div></div> <div>ONLINE<ul style="list-style-type: none">- Alerting the particular person about the stocks limits, either full or empty or even about the reach of a particular limit- Updating of flow of the stocks regularlyOFFLINE<ul style="list-style-type: none">- Manual Checking- Stock Distribution among the Inventory</div>	Identify strong TR & EM
	<div>4. EMOTIONS: BEFORE / AFTER<div>EM</div></div> <div>Before - The user might feel confused and stressed about tracking their orders and might have struggles with the application UI. After - As they get acquainted with the software, it becomes easy and comfortable to use and track their order.</div>			