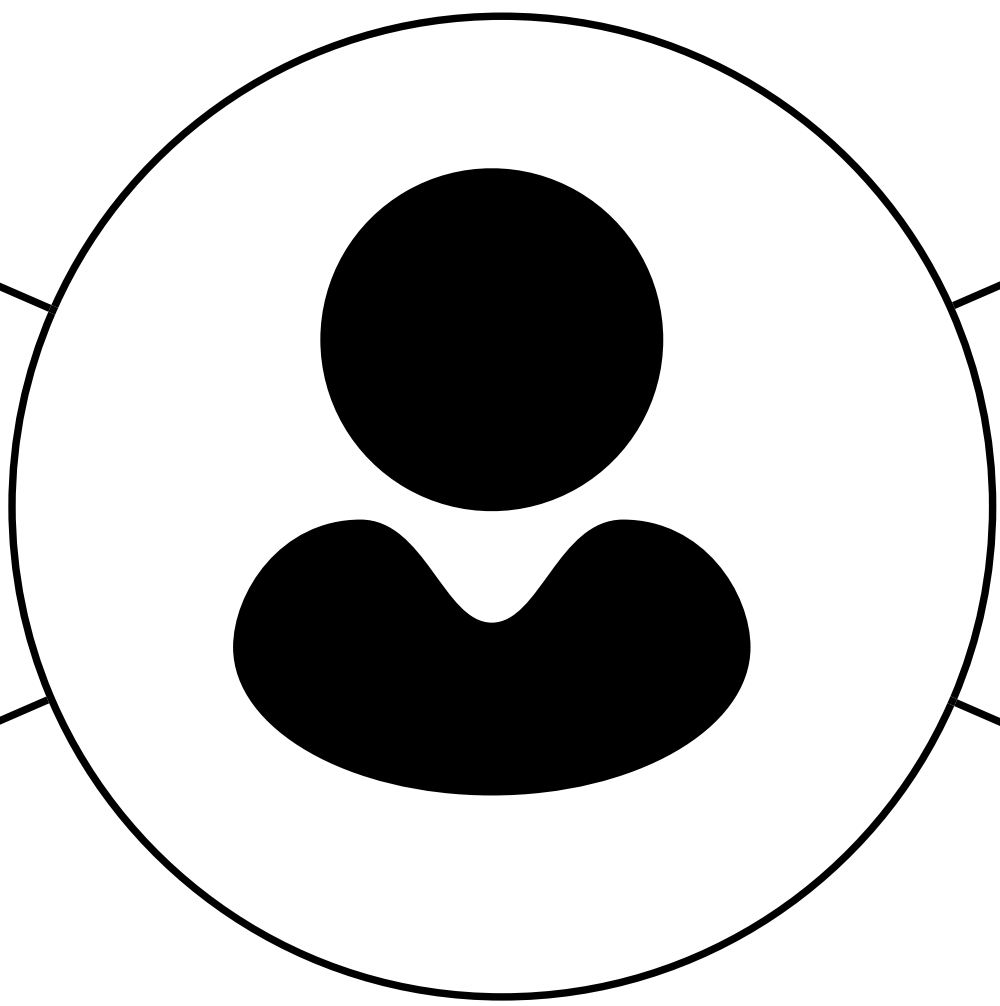


*What do they*  
**THINK AND FEEL?**

what really counts  
major preoccupations  
worries & aspirations



*What do they*  
**HEAR?**

what friends say  
what boss say  
what influencers say

*What do they*  
**SEE?**

environment  
friends  
what the market offers

*What do they*  
**SAY AND DO?**

attitude in public  
appearance  
behavior towards others

**PAIN**

fears  
frustrations  
obstacles

**GAIN**

"wants" / needs  
measures of success  
obstacles

Movement of  
items into and  
out inventory

Creation and  
maintenance  
of inventory

Setting up  
and  
maintaining  
inventory  
locations

work done  
without  
multiple  
follow ups

constant  
follow up

managing  
resources  
are time  
consuming

provide  
access with  
correct data

Time  
Management

calculate  
more data  
entries at a  
time

reduction in  
delay time

implementation  
of electronic  
inventory  
systems

achieving  
100%  
accuracy in  
Tracking

Getting  
Accurate  
Stock  
Details

Changing  
Customer  
Demand

Improving  
supply  
chain  
operations

Improves  
Cash Flow  
and Saves  
money

Using  
Warehouse  
Space Well

Reduce  
ecommerce  
business  
costs

