







## Project Design Phase-I - Solution Fit

Team ID	PNT2022TMID15255
Project Name	Project – Retail Store Stock Inventory Analytics

Define CS, fit into CC	<b>1. CUSTOMER SEGMENT(S)</b> Who is your customer? i.e. working parents of 0-5 y.o. kids  <ul style="list-style-type: none"> <li>• Retailer</li> <li>• Shop owners</li> <li>• Customer</li> </ul>	<b>6. CUSTOMER CONSTRAINTS</b> 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.  <ul style="list-style-type: none"> <li>• Poor maintenance of database.</li> <li>• Inefficient inventory management.</li> </ul>	<b>5. AVAILABLE SOLUTIONS</b> 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 is an alternative to digital notetaking  <ul style="list-style-type: none"> <li>• Inventory management system was developed to analyze the customer needs on a daily basis.</li> <li>• By predicting inventory demands based on experience.</li> </ul>	Explore AS, differentiate
	<b>2. JOBS-TO-BE-DONE / PROBLEMS</b> Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different ...  <ul style="list-style-type: none"> <li>• Excess inventory.</li> <li>• Shortage of inventory.</li> <li>• Stocking up unwanted inventories.</li> <li>• Quality and cost of the product.</li> <li>• Changing demand.</li> </ul>	<b>9. PROBLEM ROOT CAUSE</b> What is the real reason that this problem exists? What is the back story behind the need to do this job? i.e. customers have to do it because of the change in regulations.  <ul style="list-style-type: none"> <li>• Insufficient knowledge in inventory management.</li> <li>• Data inaccuracy.</li> <li>• Not maintaining specialized plans for care and storage.</li> </ul>	<b>7. BEHAVIOUR</b> 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 usage and benefits; indirectly associated: customers spend free time on volunteering work (i.e. Greenpeace)  <ul style="list-style-type: none"> <li>• Identify what are customer demands and what stocks to be managed accordingly.</li> <li>• Identify the buying pattern of the customers.</li> <li>• Identifying customer needs.</li> </ul>	

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

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

**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.

- Minimizes cost.
- Properly managing the inventory.
- Sudden loss.

**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: Frustrated/Depressed  
After: Satisfaction/Happy

**10. YOUR SOLUTION****SL**

If you are working on an existing business, write down your current solution first, fill in the canvas, and check how much it fits reality.

If you are working on a new business proposition, then keep it blank until you fill in the canvas and come up with a solution that fits within customer limitations, solves a problem and matches customer behaviour.

- Developing a simple model built with Python to test several inventory management rules assuming a normal distribution of the customer demand.
- Predict the ups and downs of inventories by analyzing the previous year records.
- Providing centralized, cloud-based databases for accurate and automatic data backup.

**8. CHANNELS of BEHAVIOUR****CH****8.1 ONLINE**

What kind of actions do customers take online? Extract online channels from #7

**8.2 OFFLINE**

What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.

**Online:**

- Advertisement
- Spread awareness and promote it in social media platforms.

**Offline:**

- Arranging the inventories according to the customer needs.
- Sales person should socialize with the