Project Design Phase-I
Problem – Solution Fit

Date	19 September 2022
Team ID	PNT2022TMID06088
Project Name	Retail Store Stock Inventory Analysis
Maximum Marks	2 Marks

Problem – Solution Fit:

Define CS, fit into CC

1. CUSTOMER SEGMENT(S) CS

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

1. Retailer
2. Manager
3. Customer

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.

1. Availability of stock at time
2. Stock quality
3. Quick Satisfaction from the retailer.

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 is an alternative to digital notetaking

1.Accurate prediction of the profit/ lossesbv using Linear Regression or Regression

Explore AS, differentiate

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

2. JOBS-TO-BE-DONE / PROBLEMS J&P

Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.

1. Stockouts
2. Overstocking
3. Damage brands

9. PROBLEM ROOT CAUSE RC

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.

1. Inefficient communication

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 usage and benefits; indirectly associated: customers spend free time on volunteering work (i.e. Greenpeace)

1.Tries to identify the status of Best selling product and Slow selling products.

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

3. TRIGGERS TR

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

1.Tries to identify the status of Best sellers and Slow sellers

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 inthe canvas and come up with a solution that fits within customer limitations, solves a problem and matches customer behaviour.

1.Proper planning of selling the product by

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 #7and use them for customer development.

Identify strong TR & EM

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.

1.Low quality - Miserable
2.Over cost - Anxiety
3.Quality – Satisfaction
4.Low cost – Satisfaction

improve purchasing with accurate demand forecasting

1.Track inventory in advance
2.Reorder point

Identify strong TR & EM