

# Project Design Phase-I

## Problem Solution Fit

Date	28 September 2022
Team ID	PNT2022TMID31981
Project Name	Retail Store Stock Inventory Analytics
Maximum Marks	2 Marks

### Problem Solution fit:

Define CS, fit into CL	<b>1. CUSTOMER SEGMENT(S)</b> <span>CS</span> Who is your customer? → A “Vegetable Shop Owner”	<b>6. CUSTOMER LIMITATIONS</b> <small>EG. BUDGET, DEVICES</small> <span>CL</span> How should a customer act when a problem occurs? → Spending powers, No cash in pocket, risk factor to an extent.	<b>5. AVAILABLE SOLUTIONS</b> <small>PROS &amp; CONS</small> <span>AS</span> <ul style="list-style-type: none"><li>Sudden changes in demand which is directly proportional to the price surge can be identified.</li></ul>	Explore AS, differentiate
	<b>2. PROBLEMS / PAINS</b> <small>+ ITS FREQUENCY</small> <span>PR</span> <ul style="list-style-type: none"><li>Periodic changes according to seasons</li><li>Daily Transportation costs</li><li>Locating the warehouse for Restock</li><li>Short life for the fresh Vegetables</li><li>Sudden surge in prices based on demands</li></ul>	<b>9. PROBLEM ROOT / CAUSE</b> <span>RC</span> <ul style="list-style-type: none"><li>People think that managing an inventory through a digital format will be difficult and software management is expensive.</li><li>People have kept a mind-set that increase/decrease of demand cannot be predicted before itself.</li></ul>	<b>7. BEHAVIOR</b> <small>+ ITS INTENSITY</small> <span>BE</span> <ul style="list-style-type: none"><li>They try the interface for overcoming of the problem but then if they find it complicated or not efficient enough they stop using it.</li><li>Indirectly related will be them attending workshops where an effective inventory management technique will be shared information about.</li></ul>	
Focus on PR, tap into BE, understand RC	<b>3. TRIGGERS TO ACT</b> <span>TR</span> <ul style="list-style-type: none"><li>Seeing immense wastage of vegetables due to less sale</li><li>Reading about innovative ideas</li></ul>	<b>10. YOUR SOLUTION</b> <span>SL</span> <ul style="list-style-type: none"><li>Analysing the previous year climatic changes will determine the groceries demand.</li><li>Monitoring and predicting the ups and downs by previous year statics will help alter changes in the field.</li></ul>	<b>8. CHANNELS of BEHAVIOR</b> <span>CH</span> <small>ONLINE</small> Advertise with financial influences to spread awareness and promote it.	Extract online & offline CH of BE
	<b>4. EMOTIONS</b> <small>BEFORE / AFTER</small> <span>EM</span> Which emotion do people feel before and after this problem is solved? → Frustration or Satisfaction		<small>OFFLINE</small> A person who belongs to the work should have or create contacts in the surrounding that will create certain trustworthy things in business	
Identify strong TR & EM		Extract online & offline CH of BE		