

# PROBLEM -SOLUTION FIT

Team ID	PNT2022TMID42766
Project Name	Inventory management system for retailers.
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Identify	<b>1. CUSTOMER SEGMENT(S)</b> <b>CS</b> <p>Customer segmentation is an important marketing tool.</p> <p>Effective customer segmentation helps the enterprises increase profits and improve customer service level.</p> <p>On the other hand, due to possible detrimental consequences, supply disruptions have been receiving more and more attention.</p>	<b>6. CUSTOMER CONSTRAINTS</b> <b>CC</b> <p>limits on raw materials, machine capacity, workforce capacity, inventory investment, storage space, or the total number of orders placed.</p>	<b>5. AVAILABLE SOLUTIONS</b> <b>AS</b> <ul style="list-style-type: none"> <li>Lift per store sales by 5%</li> <li>70% time saved in store audits</li> <li>&gt;97% accurate retail insights in real-time</li> <li>Improved adherence to store compliance</li> <li>Brand &amp; SKU level competitive</li> </ul>	Focus on J&P, tap into BE, understand
	<b>2. JOBS-TO-BE-DONE / PROBLEMS</b> <b>J&amp;P</b> <ul style="list-style-type: none"> <li>Inconsistent Tracking</li> <li>Warehouse Efficiency</li> <li>Inaccurate Data</li> <li>Changing Demand</li> <li>Limited Visibility</li> <li>Manual Documentation</li> <li>Problem Stock</li> <li>Supply Chain Complexity</li> </ul>	<b>9. PROBLEM ROOT CAUSE</b> <b>RC</b> <ul style="list-style-type: none"> <li>Network issue</li> <li>Server down</li> <li>Data loss</li> </ul>	<b>7. BEHAVIOUR</b> <b>BE</b> <ul style="list-style-type: none"> <li>The data will be secure.</li> <li>Check the stock regularly.</li> <li>The process will be on time.</li> </ul>	
	<b>3. TRIGGERS</b> <b>TR</b> <p>Retail inventory management techniques help stores and ecommerce sellers satisfy customers, reduce costs and increase profits.</p>	<b>10. YOUR SOLUTION</b> <b>SL</b> <ul style="list-style-type: none"> <li>Create a System to Get Accurate and Accessible Information</li> </ul>	<b>8. CHANNELS of BEHAVIOUR</b> <b>CH</b> <p>Online:</p> <ul style="list-style-type: none"> <li>Stock update</li> </ul>	Extract online

4. EMOTIONS: BEFORE / AFTER Before:

Over work and stock unavailable

After:

Easy work

EM

- Create a Unique Process Customized for Business Type.
- Keep an eye on Contemporary trends in the industry.
- Be prepared for fluctuations in supply and demand.
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- Stock needed
- Maintaining the stock above the warning level
- Calculating the current stock by using the billing info