Define CS, fit into

1. CUSTOMER SEGMENT(S) `CS`

Retailers

6. CUSTOMER LIMITATIONS `CC`

Available devices

Network Connection

5. AVAILABLE SOLUTIONS `AS`

Manually counting and tallying items

Maintaining Account registers and Excel workbooks

Explore AS,

Focus on J&P, tap into BE, understand

2. JOBS-TO-BE-DONE / PROBLEMS `PR`

To add, delete and update the inventory.

To notify the retailers about the items which are out of stock.

9. PROBLEM ROOT / CAUSE `RC`

Manual work consumes time and it is error prone.

Not much organized

7. BEHAVIOUR `BE`

Enquire the retailers in the neighborhood

Get reference from customers who visit their shop

Focus on J&P, tap into BE, understand

Identify strong TR & EM

3. TRIGGERS TO ACT `TR`

Monotonous and error prone

4. EMOTIONS: BEFORE / AFTER `EM`

Before: Frustated, Breaking Head

After: Stress free,in control

10. YOUR SOLUTION `SL`

A web application to manage stocks using database. It allows the retailers to add new stocks, update stocks and view the existing stocks.

If the stock falls below a certain threshold value, the system sends an email to the retailer using SendGrid

8. CHANNELS of BEHAVIOUR `CH`

8.1 ONLINE

Immediate accessibiltiy irrespective of place and time.

8.2 OFFLINE

Access of previously downloaded information.

Extract online & offline CH of BE