

Define CS, fit into CC

1. CUSTOMER SEGMENT(S)  
Who is your customer?  
Shop Retailer

CS

6. CUSTOMER CONSTRAINTS  
What constraints prevent your customers from taking action or limit their choices of solutions?  
1. Cause of identifying the high and low stock availability.  
2. Security in data  
3. Customer engagement.

CC

5. AVAILABLE SOLUTIONS  
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?  
Low Stock quantity intimation.  
Stock Updating by automation.

AS

Explore AS, differential

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

2. JOBS-TO-BE-DONE / PROBLEMS  
Which jobs-to-be-done (or problems) do you address for your customers?  
  
Make sure the customers have the right information about the inventory.  
  
Delivering product at low cost

J&P

9. PROBLEM ROOT CAUSE  
What is the real reason that this problem exists?  
  
Underestimating the capital in cost.  
  
Main subjective knowledge in field.

RC

7. BEHAVIOUR  
What does your customer do to address the problem and get the job done?  
  
Inventory based forecasting.  
Rendering the loyalty points after the sales

BE

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

3. TRIGGERS  
Loyalty points and Credit score.  
Notify on the special occasion.

TR

10. YOUR SOLUTION  
Software based entry in sales to predict the future sales for recovery purposes. Make the Customize dashboard for the better visualization.

SL

8. CHANNELS of BEHAVIOUR  
8.1 ONLINE  
What kind of actions do customers take online? Extract online channels from #7  
Online advertisement. And financial avertizer.  
  
8.2 OFFLINE  
What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.

CH

	<div data-bbox="152 60 454 87" data-label="Section-Header"><p>4. EMOTIONS: BEFORE / AFTER</p></div> <div data-bbox="152 92 777 135" data-label="Text"><p>How do customers feel when they face a problem or a job and afterwards? The loss in the confidence about the situation for the past ineffectiveness in work. Satisfacation.</p></div> <div data-bbox="721 60 761 87" data-label="Image"></div>		<div data-bbox="1500 44 1715 62" data-label="Text"><p>Posters and Manual commercials</p></div>	
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