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Explore

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differentia

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1. CUSTOMER SEGMENT(S)

Who is your customer? Shop Retailer

CS, fit into

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J&P

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
 - Customer engagement.

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.

2. JOBS-TO-BE-DONE / PROBLEMS

Which jobs-to-be-done (or problems) do you address for vour customers?

Make sure the customers have the right information about the inventory.

Delivering product at low cost

9. PROBLEM ROOT CAUSE

What is the real reason that this problem exists?

Underestimating the capital in cost.

Main subjective knowledge in field.

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

3. TRIGGERS

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



10. YOUR SOLUTION

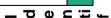
Software based entry in sales to predict the future sales for recovery purposes. Make the Customize dashboard for the better visualization.

8. CHANNELS of BEHAVIOUR

What kind of actions do customers take online? Extract online channels from #7 Online advertisement. And financial avertizser.

8.2 OFFLINE

What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.



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4. EMOTIONS: BEFORE / AFTER 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.	Posters and Manual commercials