

Project Design Phase-I – Problem Solution Fit

Date	29 September 2022
Team ID	PNT2022TMID21747
Project Name	Retail store stock inventory analysis
Maximum Marks	2 Marks

Define CS, fit into CC

1. CUSTOMER SEGMENT(S)

CS

The customers are retailers, shopkeepers, and the people who want to store the inventory and manage the inventory.

6. CUSTOMER CONSTRAINTS

- The application is free of paid. If it is paid whether it is affordable for the customer.
- Proper analysis report is given or not.
- Whether the analysis is properly understood by the retailer or not.
- Proper maintenance of the stock.

5. AVAILABLE SOLUTIONS

AS

The manual storing of inventory and analysis is difficult. Storing the inventory in the database is easy for the retailer and it is easy to analyze.

The retailer can know all details of the product like availability, selling and non-selling products.

Pros:

No manual storage.

More profit can be gained.

Cons:

Missing of data may happen.

Proper maintenance.

Explore AS, differentiate

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

2. JOBS-TO-BE-DONE / PROBLEMS

J&P

- The details of the stock are visualized and analyzed properly.
- The stocks are tracked regularly the availability selling and non selling, out of stock products are analyzed.
- The inventory is done automatically not manually.
- The retailer will be notified about all the details.

9. PROBLEM ROOT CAUSE

RC

- The customer needs new kind of products the customer changes regularly.
- The inventory has to be tracked regularly to check which product is selling fast and which is not selling.
- Some data may be missed.
- Product shipping and delivery is on date.

7. BEHAVIOUR

BE

- The retailer should analyze the inventory thoroughly.
- The profit percentage should be analyzed regularly.
- The retailers should know all the details about the product which product is selling and which product is not selling.
- Retailer should identify which product is selling fastly.

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

3. TRIGGERS

TR

- The inventory management can be improved if the process is getting automated. The retailer should meet the customer requirements.
- The retailers should understand the market trends.

4. EMOTIONS: BEFORE / AFTER

EM

Before:

- The customer feel lost due to not maintaining the data properly.
- A lot of details about the inventory may be missed.
- All the details about the inventory should be maintained manually.

After:

- The process of storing the details of the inventory and analyzing the inventory is fully automated. The data can be analyzed in a better and a better solution is provided. The profit percentage can be increased.

10. YOUR SOLUTION

SL

- Visualizing the stocks by different types of graph visualization using the IBM Cognos and analyzing the data.
- Visualizing the data using the different algorithms and analyzing the profit, loss, selling and the non-selling products.
- Finding the method to improve the sales and the profit percentage.

8. CHANNELS of BEHAVIOUR

CH

8.1 ONLINE

- The inventory should be maintained properly.
- The inventory should be analyzed regularly.

8.2 OFFLINE

- A separate person can be appointed to maintain the inventory.
- The data should be analyzed based on the customer needs.