Project Design Phase-I
Problem - Solution Fit Template

Date	19 September 2022
Team ID	PNT2022TMID11934
Project Name	Inventory management system for retailers
Maximum Marks	2 Marks

Problem – Solution Fit Template:

The Problem-Solution Fit simply means that you have found a problem with your customer and that the solution you have realized for it actually solves the customer's problem. It helps entrepreneurs, marketers and corporate innovators identify behavioral patterns and recognize what would work and why.

Purpose:

❑ Solve complex problems in a way that fits the state of your customers.

❑ Succeed faster and increase your solution adoption by tapping into existing mediums and channels of behavior.

❑ Sharpen your communication and marketing strategy with the right triggers and messaging.

❑ Increase touch-points with your company by finding the right problem-behavior fit and building trust by solving frequent annoyances, or urgent or costly problems.

❑ Understand the existing situation in order to improve it for your target group.

Template:

Purpose / Vision: To help the retailers to have a track on their stock availability.

1. CUSTOMER SEGMENT(S) CS   **6. CUSTOMER** CC   **5. AVAILABLE SOLUTIONS** AS   J

Our Proposed Model targets retailers to have a track on their stock availability.

Not having knowledge of the available and upcoming demands more over existing solutions are not so far good in intimating the retailer about the stock which is about to get over.

Data from different key performance metrics, which take into account several aspects of the inventory influencing the business and Methodology (such as AUD and MDP) to forecast revenue and discount on the products. Tools (such as RFID and barcodes) to maintain correct records across digital and physical databases.

2. JOBS-TO-BE-DONE / PROBLEMS   J&P

The problem faced by the retailers is that they do not have any system to record and keep their inventory data. It is difficult for the owner to record the inventory data quickly and safely because they only keep it in the logbook and not properly organized.

9. PROBLEM ROOT CAUSE   RC

Most of the retailers buy stocks which cannot be kept in account or tracked since the stock count is more in number.

7. BEHAVIOUR   BE

Feels so hard to manage the inventory information. By this inventory management system one can manage the whole inventory information and it is time saving.

3. TRIGGERS   TR

Friends and family who run whole sale shops or markets will be encouraged by this inventory management system.

4. EMOTIONS: BEFORE / AFTER   EM

Before: tired, fear, forgetful

After: Stress free, confident, relief

10. YOUR SOLUTION   SL

We aim to design an Inventory Management system which is used to manage the inventory details and aims to save for the future investments. User can track the stocks sold and yet to be sold and can visualize it. The Application will notify the user when a stock is about to complete. Our web application will monitor user's stock by tracking the received SMS's from the user's mobile.

8. CHANNELS of BEHAVIOUR   CH

8.1 ONLINE

Use websites to gather information on how to use it.

8.2 OFFLINE

Check regularly and intimate the retailer.