

Project Design Phase-I - Solution Fit Template

Project Title: Inventory management System for retailers

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Define CS, fit into CC	<p>1. CUSTOMER SEGMENT(S) CS</p> <p>Customer segmentation is a powerful tool for businesses to closely align their strategy and tactics with their customers and better target them. Every customer is different, and every customer journey is different, so one approach often won't work for all. This is where customer segmentation becomes an important process</p>	<p>6. CUSTOMER CONSTRAINTS CC</p> <ul style="list-style-type: none"> limits on raw materials machine capacity workforce capacity inventory investment storage space 	<p>5. AVAILABLE SOLUTIONS AS</p> <p>Warehouse Efficiency: Inventory management controls at the warehouse is labor-intensive, receiving and put away, picking, packing, and shipping of goods.</p> <p>Inconsistent Tracking: Using manual inventory tracking across different software is time-consuming, redundant, and vulnerable to errors.</p>	Explore AS, differentiate
Focus on J&P, tap into BE, understand RC	<p>2. JOBS-TO-BE-DONE / PROBLEMS J&P</p> <ul style="list-style-type: none"> Understand and characterize your demand. Stratify your inventory. Establish goals for each category and measure. Develop a process to track and. Refine goals and adjust processes. 	<p>9. PROBLEM ROOT CAUSE RC</p> <ul style="list-style-type: none"> bulk purchase data entry error communication gaps quality-related issues product category not traceable wrong material being procured 	<p>7. BEHAVIOUR BE</p> <ul style="list-style-type: none"> Improved inventory control and forecasting/projection. Barcoding & Scanning. Improved, actionable inventory analysis. Configurability. Integration and Interfaces. On-premise versus Software as a Service and Cloud system. 	Focus on J&P, tap into BE, understand RC
Identify strong TR & EM	<p>3. TRIGGERS TR</p> <ul style="list-style-type: none"> Situational cues. Social norm. Mental fatigue. Choice overload. Buy now, pay much later. Celebration 	<p>10. YOUR SOLUTION SL</p> <ul style="list-style-type: none"> Centralized Tracking: Consider upgrading to tracking software that provides automated features for re-ordering and procurement. Transparent Performance: Transparent ensure deliveries to and from your facility flow smoothly and arrive at their designated destinations on time. Because of the importance of transportation to your business's success, it's vital to include this factor in your supply chain management strategy 	<p>8. CHANNELS of BEHAVIOR CH</p> <ul style="list-style-type: none"> The price being offered for the products in question, the quality of service provided by the supplier. The supplier's credit and payment policy, which can determine how much stock you're able to order at a given time 	Identify strong TR & EM

4. EMOTIONS: BEFORE / AFTER



To investigate the impact of consumers' emotions on product demand and the firm's decisions, we first need to understand why emotions arise, how we can distinguish between various emotions, and how emotions influence consumers' purchase behavior

- **Stock Auditing:**

Audit is an analytical procedure that **helps businesses to have a clear picture of synchronization between financial and inventory records**. The main purpose of performing the stock audit is to avail accurate updates on the inventory in order to avoid stock-out circumstances.

- **Demand Forecasting:**

It is **the practice of using past data, trends and known upcoming events to predict needed inventory levels for a future period**. Accurate forecasting ensures businesses have enough product to fulfill customer orders while not tying up cash in unnecessary inventory