PROBLEM -SOLUTION FIT

Team ID	PNT2022TMID52830
Project Name	Inventory management system for retailers.
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Define CS, fit into

1. CUSTOMER SEGMENT(S) — CS

Customeí segmentation is an impoítant maíketing tool.

Effective customeí segmentation helps the enteípíises incíease píofits and impíove customeí seívice level.

On the otheí hand, due to possible detíimental consequences, supply disíuptions have been íeceiving moíe and moíe attention.

6. CUSTOMER CONSTRAINTS — CC

limits on raw materials, machine capacity, workforce capacity, inventory investment, storage space, or the total number of orders placed.

5. AVAILABLE SOLUTIONS — AS

- Lift per store sales by 5%
- 70% time saved in store audits
- >97% accurate retail insights in real-time
- Improved adherence to store compliance
- Brand & SKU level competitive

Focus on J&P, tap into BE, understand

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2. JOBS-TO-BE-DONE / PROBLEMS — J&P

- Inconsistent Iíacking
- Waíehouse Efficiency
- Inaccuíate Data
- Changing Demand
- Limited Visibility
- Manual Documentation
- Píoblem Stock
- Supply Chain Complexity

9. PROBLEM ROOT CAUSE — RC

- Netwoík issue
- Seíveí down
- Data loss

7. BEHAVIOUR — BE

- Iíhe data will be secuíe.
- Check the stock íegulaíly.
- Iíhe píocess will be on time.

Identify

3. TRIGGERS — TR

Retail inventory management techniques help stores and ecommerce sellers satisfy customers, reduce costs and increase profits.

10. YOUR SOLUTION — SL

- Cíeate a System to Get Accuíate and Accessible Infoímation

8. CHANNELS of BEHAVIOUR — CH

Online:

- Stock update

Extract online

4. EMOTIONS: BEFORE / AFTER	• Cíeate a Unique Píocess Customized foí Business Iype.	• Stock needed
Before:	• Keep an eye on Contempoíaíy tíends in the industíy.	• Maintaining the stock above the waíining level
Over work and stack unavailable	• Be píepaíed foí fluctuations in supply and demand.	• Calculating the cuííent stock by using the billing info
After:		
Easy work		
EM		

Solution Aíchitectuíe