Problem-Solution fit canvas 2.0

Inventory Managment System for Retailers

1. CUSTOMER SEGMENT(S) `CS`

Define CS, fit into CC

- ❖ Customers are retailers, shop owners, business people who are struggling to keep track of their inventory.
- ❖ Due to this issue, they face many issues like:
  - ✓ Loss due to dead products in the inventory, unavailability of fast moving products, etc.
  - ✓ Unnecessary headache due to improper maintenance of inventory.

6. CUSTOMER CONSTRAINTS `CC`

- ❖ Since most of the softwares like these will be a subscription model, the customer must be paying as they use them. This may be against their budget.
- ❖ To use this software the customer must be trained or he must hire a person to do that for him.
- ❖ To deploy this software, the customer must have a powerful device which is compatible with the software.

5. AVAILABLE SOLUTIONS `AS`

Explore AS, differentiate

- ❖ **Solution:** The traditional solution for the inventory management problem is to track the incoming and outgoing goods with a pen and paper.
- ❖ **Pros:**
  - ✓ Easy to use
  - ✓ Less cost
- ❖ **Cons:**
  - ✓ Error rate is high
  - ✓ Manual tracking is a tedious work

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

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

- ❖ The objective of the software is to make the inventory tracking easier by automating the inventory. Example, the initial stocks information is fed to the software and from there it tracks the details of incoming and outgoing products.
- ❖ This can generate automatic alerts/notifications to help the user in their work. Example, Alert for dead stocks in inventory, Alert for the goods which is to be refilled, Notifications for the user defined conditions like if sales go higher than certain limits etc...
- ❖ Graphical representation of sales is also possible.

9. PROBLEM ROOT CAUSE `RC`

- ❖ The primary reason for this problem to exist is the periodic change in demand of the customers.
- ❖ This indirectly affects the inventory as change in customers needs is proportional to the sale of a particular products.
- ❖ This keeping track of inventory effectively helps in managing the dead and fast moving products.

7. BEHAVIOUR `BE`

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

- ❖ The customer must find a effective inventory tracking software.
- ❖ He must implement it in his business to streamline his work and make more profit.
- ❖ He must volunteer himself to learn to use the software or be ready to hire a person who can do it for him.

3. TRIGGERS `TR`

Identify strong TR & EM

- ❖ Understanding the fact that using a software to automate inventory system helps him to make more money and also make his work easier. Also seeing other retailers making more money using this software.

4. EMOTIONS: BEFORE / AFTER `EM`

Before: They feel lost due to loses which occur due to improper management of inventory (Manual pen and paper tracking).

After: They feel like success after making increased profits, reducing the mistakes that happen in manual process.

10. YOUR SOLUTION `SL`

- ✓ Design a flask based Inventory management system application.
- ✓ Enable email based alerts for dead and fast moving products using sendgrid framework.
- ✓ Provide a option for graphical view of sales

8. CHANNELS of BEHAVIOUR `CH`

8.1 ONLINE

Online Inventory trackers which come for free may steal personal information of users and it may also contains a lot of ads.

8.2 OFFLINE

Manual logs can be maintained. Employees can be hired to maintain the inventory system logs when the business grows.

Extract online & offline CH of BE