PROJECT DESIGN PHASE-1

PROBLEM SOLUTION FIT

Date	30 September 2022
Team ID	PNT2022TMID39751
Project Name	Retail Store Stock Inventory Analytics
Maximum Marks	2 Marks

Problam solution fit

1. CUSTOMER SEGMENT(S) `CS`
Who is your customer?

Retail Shop Owner

6. CUSTOMER `CC`

Spending more money, No Cash
Risk factor Exit

5. AVAILABLE SOLUTIONS `AS`
Which solutions are available to the customers when they face the problem
or need to get the job done? What have they tried in the past? What pros & cons do these
solutions have? i.e. pen and paper is an alternative to digital notetaking

for having some money in Bank Account
And Saving

2. JOBS-TO-BE-DONE / PROBLEMS `J&P`
Which jobs-to-be-done (or problems) do you address for your customers? There
could be more than one; explore different sides.

*PRICE INCREASE

*DAILY IMPORT PRODUCT

*EXPIRE DATE FOR PRODUCTS

*NEED MORE WORKERS

9. PROBLEM ROOT CAUSE `RC`
What is the real reason that this problem exists? What is
the back story behind the need to do this job?
i.e. customers have to do it because of the change in regulations.

*Thinking and managing Stock as digital
Format has hard when compare to software

*people have kept mindset that increase
And decrease cannot be predicted itself

7. BEHAVIOUR `BE`
What does your customer do to address the problem and get the job done?
i.e. directly related: find the right solar panel installer, calculate usage and benefits; indirectly
associated: customers spend free time on volunteering work (i.e. Greenpeace)

*Try to ask some help, and overcoming the
problem by them self

*attending some training so they can improve
Sale Technique

3. TRIGGERS `TR`
What triggers customers to act? i.e. seeing their neighbour installing solar
panels, reading about a more efficient solution in the news.

*giving some ads, and controlling product waste

4. EMOTIONS: BEFORE / AFTER `EM`
How do customers feel when they face a problem or a job and afterwards?
i.e. lost, insecure > confident, in control - use it in your communication strategy & design.

Frustration,happiness,Satisfection

10. YOUR SOLUTION `SL`
If you are working on an existing business, write down your current solution first, fill in
the canvas, and check how much it fits reality.
If you are working on a new business proposition, then keep it blank until you fill in the
canvas and come up with a solution that fits within customer limitations, solves a problem
and matches customer behaviour.

*Gather previous year data and what are all product
Saled that year highly , Then implement new Stock

8. CHANNELS of BEHAVIOUR `CH`
8.1 ONLINE
What kind of actions do customers take online? Extract online channels from #7

* Can attract more people from different location
* product distribution has much needed

8.2 OFFLINE
What kind of actions do customers take offline? Extract offline channels from #7 and use
them for customer development.

Need more customer Localy and surrounding will
Create some trust and worthy to business