

PROJECT DESIGN PHASE-1

PROBLEM SOLUTION FIT

Date	30 September 2022
Team ID	PNT2022TMID39737
Project Name	Retail Store Stock Inventory Analytics
Maximum Marks	2 Marks

Problem-Solution Fit			
Define CS, fit into CL	1. CUSTOMER SEGMENT(S) CS Who is your customer? The customer here is a "Fruit Shop Owner"	6. CUSTOMER LIMITATIONS CL <small>EG. BUDGET, DEVICES</small> What limit your customer to act when problem occurs? Spending power, No cash in pocket, Risk factor to an extent.	5. AVAILABLE SOLUTIONS AS <small>PLUS & MINUSES</small> What solution are available to the customer when he/she is facing the problem? What he/she tried in the past? <ul style="list-style-type: none"> The sudden changes in demand which is directly proportional to the price surge can be identified previously and stocked accordingly. He/she tried to predict the surges and drops according to what they only experienced.
	Focus on PR, tap into BE, understand RC	2. PROBLEMS / PAINS + ITS FREQUENCY PR Which problem do you solve for your customer? <ul style="list-style-type: none"> Periodic changes according to season Daily Transportation costs Locating the warehouse for restocking Short life of the fresh fruits Sudden surge in prices based on demands 	9. PROBLEM ROOT / CAUSE RC What is the root of every problem from the list? <ul style="list-style-type: none"> People think that managing a inventory through a digital form will be difficult and the managing the software will cost too much money. People have kept a mindset that increase/decrease of demand cannot be predicted before itself.
Identify strong TR & EM		3. TRIGGERS TO ACT TR What triggers customer to act? <ul style="list-style-type: none"> Seeing the immense wastage of fruits due to less sales Reading about innovative ideas on better management on the internet. 	10. YOUR SOLUTION SL <ul style="list-style-type: none"> Analysing the previous year climatic changes will determine the grocery's demand and that will create a good path to invest in right fruits Monitoring and predicting the ups and downs in market by previous year statistics will helps us to make a alternative changes in the field. Always have a plan b for storing the stocks in warehouse will help us to get avoid in some emergency situation.
	4. EMOTIONS EM <small>BEFORE / AFTER</small> Which emotions do people feel before after this problem is solved? <ul style="list-style-type: none"> Frustration, helplessness, demotivated Satisfaction, Confident, Calm state of mind. 		