

Problem Solution Fit

INVENTORY MANAGEMENT SYSTEM FOR RETAILERS - TEAM ID - PNT2022TMID23946

Define CS, fit into

1. CUSTOMER SEGMENT(S)

CS

Retailers generally keep track of their merchandise from the time it is bought until it is sold.

6. CUSTOMER LIMITATIONS

CC

Openness to availability
Network Restrictions
Changing the cost of commodities
Delays in delivery

5. AVAILABLE SOLUTIONS

AS

Manually counting and tallying items
Management of log books in standard way
Hiring employees and accountants to maintain stock

Explore AS,

Focus on J&P, tap into BE, understand

2. JOBS-TO-BE-DONE / PROBLEMS

PR

Avoid overstocking
To notify the retailers about the items which are out of stock
Poor demand forecasting

9. PROBLEM ROOT / CAUSE

RC

Manual work consumes time and it is error prone
Not much organised

7. BEHAVIOUR

BE

Enquire the retailers in the neighbourhood
Get reference from customers who visit their shop

Focus on J&P, tap into BE, understand

Identify strong TR & EM

3. TRIGGERS TO ACT

TR

Need separate knowledge for maintenance Maintaining large number of records by single individual

4. EMOTIONS: BEFORE / AFTER

EM

Before: Frustrated, worried, lack of knowledge about stocks
After: Happy, profitable, flexible working

10. YOUR SOLUTION

SL

Development of an cloud application that "Tracks real-time inventory such as purchase details, sales information and stock management" and "alters the user on less availability of stocks"

8. CHANNELS of BEHAVIOUR

CH

8.1 ONLINE

Immediate accessibility irrespective of place and time

8.2 OFFLINE

SMS notifications for inventory

Extract online & offline CH of BE