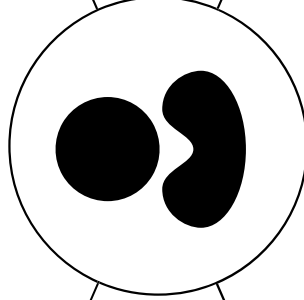


THINK AND FEEL?

What do they

what really counts
major preoccupations
worries & aspirations



Best retailing practice will also bring a healthy competitive environment.

Retail is one of the important public service sector which is very vital for daily lives.

Getting an idea about what an inventory management system is all about

A brilliant way to know and learn about the trending seasonal sales.

Can observe the effectiveness and responsiveness of the current inventory system comparatively.

The smartest method to reduce the work load and to increase the rate of accuracy in calculations.

What do they
HEAR?

what friends say
what boss say
what influencers say

It is not required to be conscious about the availability of the stocks and its requirements.

SAY AND DO?

What do they

attitude in public
appearance
behavior towards others

To identify slow moving products via inventory turnover ratio and to set low stock alerts.

To understand about the retail store inventory metrics.

Need of careful purchasing and receiving outline.

Use of past sales performance data and to check inventory values regularly.

Not only customer friendly but also it reduces the administrative work loads of the organization.

The market offers many IM software tools to facilitate the retailers few of which are HDPOS, Shoper 9 and Primaseller etc.

What do they
SEE?

environment
friends
what the market offers

Modern inventory system is always user friendly in both product delivery and customer service aspects.

An effective inventory system is absolutely error free and no chance of miscalculations.

Retail therapy is actually real, where research have proved that retail therapy uplifts the customer mood and sometimes convince them to buy an unplanned product.

In the absence of retailer, buying of goods directly from factory outlets is not practically possible in modern times.

PAIN

fears
frustrations
obstacles

Pen and paper record keeping system was not reliable and no centralized database for record sharing purpose.

Lack of scalability and labor-intensive ancient time system is not feasible in modern times.

Quantity to order and the timing to order may be not accurate.

Manual counting of stocks and tallying items in modern system may not be possible.

Possibility of poor tracking and lack of transparency.

Limited access on inventory is not helpful.

Helps to make effective utilization of working capital by avoiding the blockage in excess inventory

It helps in efficient stock counting and eliminates the general human errors.

It helps companies to cut expenses by minimizing the number of needless products and materials in storage.

It increases the efficiency since it allows making accurate inventory tasks like collecting data and calculating the cost.

Additionally it gives a clear insights into the trends.

It provides up-to-date data which helps in the process of decision making.

Helps to reduce risk of loss on obsolescence or deterioration of items.

GAIN

"wants" / needs
measures of success
obstacles

It is not required to be conscious about the availability of the stocks and its requirements.