What do they THINK AND FEEL?

what really counts

major preoccupations

worries & aspirations

- Did they are doing manually or by software?
- If too much process leads to more time, costs and money?
- If it is easier for us to order goods in online?
- Too much process lead time costs money and reveals a need to reduce it
- Purchasing goods manually is the hygienic

INVENTORY MANAGEMENT SYSTEM FOR RETAILERS

What do they HEAR?

what friends say

what boss say

what influencers say

- Purchasing in online is best
- Maintaining inventory products with proper manner
- Easy to find goods in their sorting

What do they SEE?

environment

friends

what the market offers

- Arrangements of items in attractive manner
- Rate of the products is eligible for their quality
- Customer acquisition cost

What do they SAY AND DO?

attitude in public

appearance

behavior towards others

- Good enough for me to tell my friends about this
- Effective use of Inventory dashboard
- Inventory by end-to-end production
- Takes responsibility for products purchased

PAIN

fears

frustrations

obstacles

- When the attitude of the retailers is bad
- The products with high cost and low quality
- Delay of delivery of ordered items

GAIN

"wants" / needs

measures of success

obstacles

- Customers save their time and money
- Stay hygienic by using our products
- Happy while shopping using the software