

Project Design Phase-I

Problem – Solution Fit

Date	19 October 2022
Team ID	PNT2022TMID37704
Project Name	Project - Inventory Management System
Maximum Marks	2 Marks

Problem – Solution Fit Template:

The Problem-Solution Fit simply means that you have found a problem with your customer and that the solution you have realized for it actually solves the customer's problem. It helps entrepreneurs, marketers and corporate innovators identify behavioral patterns and recognize what would work and why

Purpose:

- ☐ Solve complex problems in a way that fits the state of your customers.
- ☐ Succeed faster and increase your solution adoption by tapping into existing mediums and channels of behavior.
- ☐ Sharpen your communication and marketing strategy with the right triggers and messaging.
- ☐ Increase touch-points with your company by finding the right problem-behavior fit and building trust by solving frequent annoyances, or urgent or costly problems.
- ☐ **Understand the existing situation in order to improve it for your target group.**

Template:

Problem-Solution fit canvas 2.0

Purpose / Vision : To help the retailers in managing their stocks

Define CS, fit into CC	1. CUSTOMER SEGMENT(S) CS Our proposed model targets the distributors, wholesalers, manufacturers and retailers to track their stocks.	6. CUSTOMER CONSTRAINTS CC Too much stock on hand can be just as hazardous as not enough. Overstock negatively affects a company's cash flow and causes issues with storage and loss of inventory. Also doesn't come to know about the stocks which is to be short.	5. AVAILABLE SOLUTIONS AS It is laborious and unsafe to manage inventory with paperwork and manual procedures. Additionally, scaling across several warehouses with a lot of goods is difficult. Provide workers with the appropriate inventory tools for the job. Software is required to replace manual inventory tracking, and purchase orders and invoices must be processed without the use of paper.	Explore AS, differentiate
	2. JOBS-TO-BE-DONE / PROBLEMS J&P The problem faced by them is that it is difficult to manage the large amount of inventory data. They have maintain the hardcopy of the inventory, it is difficult to organize properly. Pen and paper work is too tedious.	9. PROBLEM ROOT CAUSE RC Difficulty in managing the large amount of stocks using pen and paper and struggles in managing the stocks data without centralized data storage.	7. BEHAVIOUR BE It is time-consuming, redundant, and prone to errors to use manual inventory tracking techniques across various programmes and spreadsheets. An integrated central inventory management system with accounting capabilities might be helpful for even small retailers.	
Identify strong TR & EM	3. TRIGGERS TR This inventory management method will inspire distributors, retailers who own markets or wholesale enterprises by making them to handle the data easily.	10. YOUR SOLUTION SL Our aim is to design the inventory management system to increase the scalability of the retailers business with the help of automated inventory management system and also aim to save the time. The customer can able to track the sold stocks and availability of stocks. They get notified when the stock is about to end.	8. CHANNELS of BEHAVIOUR CH 8.1 ONLINE Collecting information from various websites and utilise it efficiently.	Extract online & offline CH of BE
	4. EMOTIONS: BEFORE / AFTER EM Before: Depressed, Worn out of managing stocks. After : Stress less, Enthusiastic in works.		8.2 OFFLINE Collecting feedbacks to improve the efficiency of the system.	