

Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S)<div>CS</div></div> <div>Retailers and small businesses</div>	<div>6. CUSTOMER CONSTRAINTS<div>CC</div></div> <div><div><div>• Network connection</div><div>• Correct stock information</div><div>• Accurate manual data entry</div></div></div>	<div>5. AVAILABLE SOLUTIONS<div>AS</div></div> <div><div><div>• manual Inventory tracking</div><div>• Small errors can result in significant profit-losses due to delayed order processing, higher labour costs, and larger inventory write-offs at the end of the year</div></div></div>	Explore AS, differentiate

Focus on J&P, tap into BE, understand RC	<div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&P</div></div> <div><div><div>• Monitors the movement of goods from the supplier through the manufacturing process to the consumer.</div></div></div>	<div>9. PROBLEM ROOT CAUSE<div>RC</div></div> <div><div><div>• inaccurate stock movement information</div><div>• Constantly shifting consumer demands</div></div></div>	<div>7. BEHAVIOUR<div>BE</div></div> <div><div><div>• track the arrival and departure of stocks regularly</div><div>• upload information to the cloud</div><div>• Recognizemarket trends and make appropriate adjustments.</div><div>• Organize the stock properly</div></div></div>	Focus on J&P, tap into BE, understand RC

<div>3. TRIGGERS</div> <div>Customer demand is rising, there is competition in the market, and order management is inadequate.</div>	TR	<div>10. YOUR SOLUTION</div> <div><div>• Creating a cloud-based application that enables customers to track inventory, create and manage sales and purchase orders, and more.</div><div>• offer a graphical picture of sales as a choice.</div></div>	SL	<div>8. CHANNELS of BEHAVIOUR</div> <div><div>1. ONLINE • Notifying the specific individual when a stock is full, empty, or even when it has reached a certain limit. • Regularly updating the stock flow.</div><div>2.OFFLINE</div><div>Manual Checking, Offline, and Stock Distribution Within the Inventory</div></div>	CH
<div>4. EMOTIONS: BEFORE / AFTER</div> <div>Before: mental and physical exhaustion and frustration</div> <div>After: elation and assurance</div>	EM				