Project Title: Inventory Management System for Retailers	PROJECT DESIGN PHASE - 1 PROBLEM SOLUTION FIT	Team ID: PNT2022TMID42656

Define CS, fit into CC

Explore AS, differentiate

1. CUSTOMER SEGMENT(S) — CS

Who is your customer?

Retailers doing business as Small scale.

6. CUSTOMER CONSTRAINTS — CC

What constraints prevent your customers from taking action or limit their choices of solutions? i.e. spending power, budget, no cash, network connection, available devices.

Less awareness about softwares. Not have that much of knowledge about using modern day softwares

5. AVAILABLE SOLUTIONS — AS

Which solutions are available to the customers when they face the problem or need to get the job done? What have they tried in the past? What pros & cons do these solutions have? i.e. pen and paper is an alternative to digital notetaking

Stocks have been taken manually in Notes.

Focus on J&P, tap into BE, understand RC

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2. JOBS-TO-BE-DONE / PROBLEMS — J&P

Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.

Alerting by notification whenever stocks get reduced helps to avoid delay in purchase. Purchasing the required materials in app itself reduce time consumption in travelling.

9. PROBLEM ROOT CAUSE — RC

What is the real reason that this problem exists? What is the back story behind the need to do this job? i.e. customers have to do it because of the change in regulations.

Mainly because of the retailers have to fill the shop with regular products. That will be sold out often. There is no time to update manually in systems

7. BEHAVIOUR — BE

What does your customer do to address the problem and get the job done? i.e. directly related: find the right solar panel installer, calculate usage and benefits; indirectly associated: customers spend free time on volunteering work (i.e. Greenpeace)

By installing the app in playstore itself, the user can easily access with the software.

Identify strong TR and EM

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3. TRIGGERS — TR

What triggers customer to act?

Poor Maintenance at peak sales time

4. EMOTIONS: BEFORE AND AFTER — EM

How do customers feels when they face a problem?

Before: Stress due to mistakes in calculations and wastages.
After: Happy to see the profits

10. Your Solution — SL

Creating an app automating the process of analysing the storage and alert the user whenever there is a need of stocks and also using the app itself we can book the products. Also it predicts which product is selling higher and lower.

8. CHANNELS OF BEHAVIOUR — CH

What customers have to do in online?
What customers have to do in offline?

Online : Login with their user name and have to see the current stock details.

Offline : Have to enter the details in database whenever they buy the stocks in app.