

Project Design Phase-I

Problem Solution Fit

Date	26 September 2022
Team ID	PNT2022TMID42578
Project Name	Inventory Management System for Retailers

Project Title: Inventory Management System

Project Design Phase-I - Solution Fit Template

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Define CS, fit into CC	1. CUSTOMER SEGMENT(S) CS <small>Who is your customer? i.e. working parents of 0-5 y.o. kids</small> Retailers who is buying from wholesalers and selling to the consumers	6. CUSTOMER CONSTRAINTS CC <small>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.</small> Lack of knowledge in new software and technologies like how to use.	5. AVAILABLE SOLUTIONS AS <small>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</small> Stock notebook is maintained every day after sales hours. If the IMS is maintained we can access anywhere and anytime.	Explore AS, differentiate
	2. JOBS-TO-BE-DONE / PROBLEMS J&P <small>Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.</small> Notifying customers through notification whenever supply levels drop helps prevent purchase delays. Buying the necessary items within the app itself saves time.	9. PROBLEM ROOT CAUSE RC <small>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.</small> The shopkeepers must stock the store with typical goods. That will frequently sell out. There is not enough time for manual system updates.	7. BEHAVIOUR BE <small>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)</small> The user can quickly get the software by installing the app directly through the playstore.	
Focus on J&P, fit into BE, understand RC	3. TRIGGERS TR <small>What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.</small> No response for queries from shopkeeper	10. YOUR SOLUTION SL <small>If you are working on an existing business, write down your current solution first, fill in the canvas, and check how much it fits reality. If you are working on a new business proposition, then keep it blank until you fill in the canvas and come up with a solution that fits within customer limitations, solves a problem and matches customer behaviour.</small> Creating an automation of ordering to wholesaler when out of stock and alert the retailer by notification. Customer can check the availability of stock .It gives a complete analytics for business growth.Using RFID tag can store all the details of the customer.	8. CHANNELS of BEHAVIOUR CH 8.1 ONLINE <small>What kind of actions do customers take online? Extract online channels from #7</small> 8.2 OFFLINE <small>What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.</small> Online : Customer can view the stock availability of the store anywhere . only for registered user. Offline:Update the status of products whenever connecting to cloud database.	Identify strong TR & EM
	4. EMOTIONS: BEFORE / AFTER EM <small>How do customers feel when they face a problem or a job and afterwards? i.e. lost, insecure > confident, in control - use it in your communication strategy & design.</small> Before: If any product issue or services is poor After: Making a huge discount			