

Project Design Phase-I

Problem – Solution Fit Template

Team ID	PNT2022TMID26463
Project Name	Retail Store Stock Inventory Analytics

Problem – Solution Fit:

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:

DEFINE CS, FIT INTO CC	1.CUSTOMER SEGMENT(S) CS WHO IS YOUR CUSTOMER? THE CUSTOMER HERE IS "RETAILER"	6.CUSTOMER CONSTRAINTS CC INEXISTENCE OF PROPER NOTIFICATION SYSTEM FOR EXPIRE DATE. SUDDEN DEMAND RAISE AND OVERSELLING .	5.AVAILABLE SOLUTION AS BULK EDIT AND ADD OF PRODUCTS PRODUCT CATEGORIZATION AUTO STOCK UPDATION BARCODE SCANNING	DEFINE AS, DIFFERENTIATE
FOCUS ON J&P, TAP INTO BE, UNDERSTOOD RC	2.JOBS TO BE DONE/PROBLEMS J&P INVENTORY ANALYSIS OF RETAIL STORES IS PRIMARILY USED TO KEEP INVENTORY. HOW MUCH INVENTORY SHOULD A STORE CARRY? LACK OF THESE EXPENSES WOULD RESULT IN COST LOSS AND BRAND HARM. FORECASTING INTERMEDIATE INVENTORY AND TRACKING IS CHALLENGING.	9.ROOT CAUSE RC LACK OF KNOWLEDGE AND TIME ON INVENTORY MANAGEMENT. THE MAIN REASONS IDENTIFIED FOR THE ACCUMULATION OF INVENTORY ARE FORECASTING ERROR, BULK PURCHASE, DATA ENTRY ERROR.	7.BEHAVIOUR BE OVERTOCKING-TRACK, HIGH-DEMAND INVENTORY MANAGEMENT USING CYCLE COUNTING DATA, AUTOMATIC REORDER POINTS, AND OPTIMIZING SHIPMENTS BY AVERAGE LEAD TIME. LACK OF COMMUNICATION: REAL-TIME INVENTORY DASHBOARD TO COORDINATE WORKFLOWS BETWEEN ACCOUNTING, SALES, AND WAREHOUSE OPERATIONS. POOR PRODUCTION PLANNING: INVENTORY MANAGEMENT SYSTEM WITH SOPHISTICATED DEMAND FORECAST AND REPORTING CAPABILITIES OF INVENTORIES.	FOCUS ON J&P TAP INTO BE, UNDERSTOOD RC
IDENTITY STRONG TR & EM	3.TRIGGERS TR EXPIRE DATE NOTIFICATION WITH DYNAMIC DISCOUNT RECOMMENDATION. SUPPLY MAINTENANCE AND TRACKING . CREDIT POINT BASED SYSTEM. 4.EMOTIONS BEFORE/AFTER EM FRUSTRATION, HELPLESSNESS,DEMOTIVATED. SATISFACTION,CONFIDENT,CALM STATE OF MIND.	10.YOUR SOLUTION SL REAL-TIME DASHBOARD AUTOMATION. PREDICATION BASED SALES HISTORY FOR SEASONAL ON-DEMANDS. AUTOMATIC DETERMINATION OF GOODS AND SERVICE TAXES. PERIODIC GENERATION OF INVENTORY REPORTS TO ENHANCE THE STOCK ROTATION. UNIQUE BARCODES FOR THE PRODUCTS TO ENHANCES THE BILLING PROCESS. INSTANT INVOICE GENERATION FOR THE PURCHASE.	8.CHANNELS OF BEHAVIOUR CH 8.1 Online ADVERTISE WITH FINANCIAL INFLUENCERS TO SPREAD AWARENESS AND PROMOTE IT 8.2 Offline A PERSON WHO BELONGS TO THE WORK HE SHOULD HAVE OR CREATE SOME SOCIAL CONTACTS IN HIS/HER SURROUNDING THAT'S WILL CREATE A CERTAIN TRUST WORTHY THINGS IN HIS BUSINESS.	IDENTITY STRONG TR & EM

References:

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