

**Project Design Phase - I**  
**Problem Solution Fit**

Team ID	PNT2022TMID04841
Project Name	Inventory Management System for Retailers
Maximum Marks	4 Marks

**Solution Fit:**

Problem-solution fit is a term used to describe the point validating that the base problem resulting in a business idea really exists and the proposed solution actually solves that problem.

**Purpose:**

- **Validate that the problem exists:** When you validate your problem hypothesis using real-world data and feedback. That is, you gather information from real users to determine whether or not they care about the pain point you're trying to solve.
- **Validate that your solution solves the problem:** When you validate that the target audience appreciates the value your solution delivers to them.

Define CS, fit into CL	<b>1. CUSTOMER SEGMENT(S)</b> <span>CS</span> <ul style="list-style-type: none"> <li>Retailers who struggle to maintain and manipulate the inventory to avoid unavailability of stocks in their store.</li> </ul>	<b>6. CUSTOMER LIMITATIONS</b> <small>EG. BUDGET, DEVICES</small> <span>CL</span> <ul style="list-style-type: none"> <li>Avoid the overflow of product.</li> <li>Avoid the out of stock situation.</li> <li>Maintain the records of stock product.</li> <li>Able to forecast on track trends.</li> </ul>	<b>5. AVAILABLE SOLUTIONS</b> <small>PLUSES &amp; MINUSES</small> <span>AS</span> <ul style="list-style-type: none"> <li>To maintain the records of stock product</li> <li>Increase the man power or employees</li> <li>Alarm system to give alert message about the inventory or stock of the product to retailers.</li> </ul>	Explore AS, differentiate
	<b>2. PROBLEMS / PAINS</b> <small>+ ITS FREQUENCY</small> <span>PR</span> <ul style="list-style-type: none"> <li>Lack of knowledge among retailers about management of retail shop.</li> <li>Improper importing of products.</li> <li>Lack of knowledge to behave with customer.</li> <li>To selling a expired products.</li> <li>Improper maintenance of products</li> </ul>	<b>9. PROBLEM ROOT / CAUSE</b> <span>RC</span> <ul style="list-style-type: none"> <li>Due to import the product improperly.</li> <li>Due to overflow the product (i.e) available of same product.</li> <li>Due to illegal activities or theft the product</li> </ul>	<b>7. BEHAVIOR</b> <small>+ ITS INTENSITY</small> <span>BE</span> <ul style="list-style-type: none"> <li>Ask suggestion from surrounding retailers and implement the recent technologies for inventory management.</li> <li>Consumers more time for checking the stock of product.</li> <li>Searching for an alternative solutions for existing solution.</li> </ul>	Focus on PR, tap into BE, understand RC
Identify strong TR & EM	<b>3. TRIGGERS TO ACT</b> <span>TR</span> <ul style="list-style-type: none"> <li>Hearing about innovative technologies and effective solutions.</li> <li>By seeing surrounding retailers who already using the application to manage the inventory.</li> </ul>	<b>10. YOUR SOLUTION</b> <span>SL</span> <ul style="list-style-type: none"> <li>Creating a software for managing the inventory by using cloud database.</li> <li>Information about stock of product should be stored in the cloud database</li> <li>Database is connected to retail shop owner's device</li> <li>An alert message will be set to the shop owners device through Email , when the stock of the product is about to end or empty.</li> </ul>	<b>8. CHANNELS of BEHAVIOR</b> <span>CH</span> <div>ONLINE</div> <ul style="list-style-type: none"> <li>Using different platform/social media to describe working and uses of inventory management system.</li> </ul> <div>OFFLINE</div> <ul style="list-style-type: none"> <li>Establishing the awareness among retailers about the application or software of the device.</li> </ul>	Extract online & offline CH of BE
	<b>4. EMOTIONS</b> <small>BEFORE / AFTER</small> <span>EM</span> <ul style="list-style-type: none"> <li>Mental frustration due to insufficient of product.</li> <li>Follow the techniques to prevent the out of stock product and manage the customer.</li> </ul>			