

Define CS, fit into CL	1. CUSTOMER SEGMENT(S) CS <p>Retailers generally gets track of their merchandise from the time it is bought until it is sold.</p> <p>Customers are retailers, shop owners, business people.</p>	6. CUSTOMER LIMITATIONS CL <p>In order to use this software the customer must be trained or should hire a trained person to use this.</p> <p>Non-availability, Network restrictions, change of costs, delivery delay</p>	5. AVAILABLE SOLUTIONS <small>PLUSES & MINUSES</small> AS <ul style="list-style-type: none"> Manually counting and tallying items. Managing log books periodically. Hiring employees and accountant for handling logs and stocks <p>Understand the customer requirements using LEAST principle(Listen, Empathize, Apologize, Solve and Thank)</p>
Focus on PR, tap into BE, understand RC	2. PROBLEMS / JOBS TO BE DONE PR <p>Make inventory tracking easier by automating it.</p> <p>Generate automatic alert and messages to make work easier.</p> <p>Graphical representation of sales and stock availability is done to understand easily.</p> <p>Hard to handle inventory stocks.</p> <p>Not able to find the best selling goods.</p> <ul style="list-style-type: none"> Avoid overstocking To notify the retailers about the items which are out of stock Poor demand forecasting 	9. PROBLEM ROOT / CAUSE RC <p>Manual work consumes time and it is error prone.</p> <p>Not much organised.</p> <p>Poor Customer Service.</p> <p>Periodic change in demand of the customers.</p>	7. BEHAVIOR <small>+ ITS INTENSITY</small> BE <p>The customer must find a effective inventory software.</p> <p>Enquire the retailers in the neighborhood.</p> <p>Get reference from customers who visit their shop.</p> <p>As the number of stocks increases, the number of staff managing the inventory can be increased to provide scalability.</p> <p>Implementing it in his business to streamline his work and make more profit.</p>
Extract online & offline CH of BE	3. TRIGGERS TO ACT TR <p>Need separate knowledge for maintenance. Maintaining large number of records by single individual.</p> <ul style="list-style-type: none"> Get coupon on purchase Offers on daily customer Freedom on self service 4. EMOTIONS <small>BEFORE / AFTER</small> EM <p>BEFORE: Unable to know the current stock details. Not able to update the inventory stock values.</p> <p>AFTER: Able to know the current stock details. Confidence, Happiness and Positive thoughts.</p>	10. YOUR SOLUTION SL <ol style="list-style-type: none"> By managing inventory retailers meet customer demand. Conduct regular stock check to maintain the stock. Optimize the warehouse to the customer standard of living. Providing personalized store experiences to the customer. Design a flask based Inventory management system application. 	8. CHANNELS of BEHAVIOR CH <p><small>ONLINE</small></p> <p>Online Inventory trackers which come tor free may steal personal information of users and it may also contains a lot of ads.</p> <p>Immediate accessibility irrespective of place and time.</p> <p><small>OFFLINE</small></p> <p>The user will receive constant upgrades through mail even though they are active.</p> <p>Inventory stocks notified through SMS.</p>