PROJECT TITLE: INVENTORY MANAGEMENT SYSTEM FOR RETAILERS   **TEAM ID: PNT2022TMID07720**

PROJECT DESIGN PHASE - I - SOLUTION FIT

Define CS, fit into CC

1. CUSTOMER SEGMENT(S)   CS

This product is suitable for all types of sellers to maintain their inventory in efficient way this products suits for all range of customers. It is mainly used to maintain their inventory in a best way to provide a good service to their customer .This product can be used in various field like E-sellers,super markets. It also can be used in constructions field to maintain their inventory to avoid wastage of materials.

6. CUSTOMER CONSTRAINTS   CC

Customers are thinking that this solution will not solve their problem .But it has the capability to solve their problem efficiently and another problem is switching from one solution to another is more cost consuming part .

5. AVAILABLE SOLUTIONS   AS

Creating a webpage to manage their inventory by providing a separate account to enter their product details digitally to avoid mistake and we can use ai chatbots to notify about the stock details. This leads to make analysis of the demand and they can stock product based on demand.

Explore AS, differentiate

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

2. JOBS-TO-BE-DONE / PROBLEMS   J&P

There is lack of communication about the stocks in the inventory. There is no ranking system of their fast selling products based on their demand and production time.Need a proper system to enter the stock moment and a proper communication system to notify about the stocks and their demand. There should be proper analysis of the demand.

9. PROBLEM ROOT CAUSE   RC

This problem rises because of customer growth ,inconsistent demand and not have a proper analysis of the customer frequency and not having a hub in a perfect location based on the demand.

7. BEHAVIOUR   BE

The customer make analysis of their fast moving products and their production time to give an accurate date to deliver their product to their customer and they try to avoid out of stock issues by having proper analysis of their demand.

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

3. TRIGGERS   TR

Customers should have a proper analysis of their customer demand and should have a proper system to make an entry of their product details to maintain their inventory in an efficient way.And should have a communication system to monitor the inventory .

4. EMOTIONS: BEFORE / AFTER   EM

They feel that they are spending lots of their capital in maintaining their inventory.

After using this product they have proper accounts on their stock and also have a proper communication system that leads to yield more profit as well as they can give a good customer experience .
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10. YOUR SOLUTION   SL

We can provide a software based solution to solve this issue by using this product we can have an digital entry of the stock details to avoid mistakes of forgetting the existing product and order for a new stock.In this product we will give AI based communication system to give proper notification about the stock details and their ranking based on the demand and the production time.

8. CHANNELS OF BEHAVIOR   CH

8.1 ONLINE

They can have proper details about their stock and are able to give more priority to products based on demands using a ranking system.

8.2 OFFLINE

They can deliver their product to the customer in a disclosed time and they can avoid out of stock issues that will improve the customer experience and lead to better economic growth of their company.

Identify strong TR & EM

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