Project Title: Inventory Management for Retailers **Project Design Phase-I - Solution Fit Template** **Team ID:** PNT2022TMID35256

Define CS, fit into CC

1. CUSTOMER SEGMENT(S)

CS

Who is your customer?

The concerned inventory system involves an unreliable supplier, a retailer, and customers. The retailer adopts a continuous-review inventory policy. The primary level of customers will be customers. The secondary customers will be suppliers andretailers.

6. CUSTOMER CONSTRAINTS

CC

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.

Managing inventory is a daunting task. Common types of resource constraints include limits on raw materials, machine capacity, workforce capacity, inventory investment, storage space, or the total number of ordersplaced. The major constraints for the suppliers is warehouse efficiency. The challenge is to perform allthese tasks in the most efficient way possible.

5. AVAILABLE SOLUTIONS

AS

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

Centralized Tracking of software that provides automated features for re-ordering and procurement providing cloud-based databases for accurate, automatic inventory updates and real-time data backup. Frequent stock auditing processes, reduce error and provide more accurate, up-to-date inventory data for managing cash flow. Use inventory management systems with warehouse management features to optimize storage space and inventory flow.

Explore AS, differentiate

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

2. JOBS-TO-BE-DONE / PROBLEMS

J&P

Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides

.

The main problem is to provide an optimizedand efficient Inventory Management application to the retailers for stock maintenance for anyorganization

9. PROBLEM ROOT CAUSE

RC

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.

- **Consistent stockouts**
- **Low rate of inventory turnover**
- **High amount of working capital**
- **High cost of storage**

7. BEHAVIOUR

BE

What does your customer do to address the problem and get the job
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)

- **The customer has to maintain their own warehouseto stock their products, manually manage the data Regarding the stocks i.e manual inventory trackingandadequate forecasting i.e identify appropriate sales trends, best item selling, and sales behavior.**
- **The primary reason to address the problem in the customer who wants proper inventory management to manage the stock**

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

Identifying TR & EM

3. TRIGGERS

TR

What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient soltioun in the news.

The retailer using the software makes good productivity.
This makes the other retailers also to use the same software.

4. EMOTIONS: BEFORE / AFTER

EM

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.

- **Using manual paperwork and process will consume lot of time.**
- **Using software to manage inventory will cut down on time it takes to process, audit,and track our merchandise. With one interface, we can check the stock amounts onall your inventory, track what's selling and what's not, find vendor information.**

10. YOUR SOLUTION

SL

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.

- **This project is aimed at developing a desktop-based application namedInventory Management System for managing the inventory system of any organization.**
- **This system can be used to store the details of the inventory, stockmaintenance, update the inventory based on the sales details, andgenerate inventory reports weekly or monthly based**

8. CHANNELS of BEHAVIOUR

CH

8.1 ONLINE

What kind of actions do customers take online? Extract online channels from #7

The actions taken by the customer in the ways of online is that storing the details of the inventory, stock maintenance, update the inventory based on the sales details, and generate inventory reports weekly or monthly based.

8.2 OFFLINE

What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.

Managing inventory with paperwork and manual processes istedious and not secure. And it doesn't easily scale across multiple warehouses with lots of stock.

Identifying TR & EM