| I am         | I'm trying to  |   |   | Which makes me feel    |
|--------------|--|---|---|------------------------|
| Pc assembler | Automatic<br>discovery of<br>computers<br>and other IT<br>assets | Security protection to prevent tampering or unauthorized software | A free trial or a<br>demo package that<br>offers<br>an opportunity for<br>a cost-free<br>assessment | frustrated<br>& tensed |

## INVENTORY MANAGEMENT SYSTEM FOR RETAILES PROBLEM STATEMENTS

| I am                    | I'm trying to  |                                      | Because  | Which makes me feel |
|-------------------------|--|--------------------------------------|--|---------------------|
| Warehouse<br>supervisor | Tracks items in<br>real time as they<br>are received,<br>stored, picked,<br>packed and shipped | Advises on inventory replenishmen t. | Guides<br>inventory<br>receiving<br>and put-<br>away | Tired & stressed    |

| Problem        | I am                    | I'm trying to  | But  | Because   | Which makes         |
|----------------|-------------------------|--|--|---|---------------------|
| Statement (PS) | (Customer)              |  |  |   | me feel             |
| PS-1           | Pc assembler            | Automatic<br>discovery of<br>computers<br>and other IT<br>assets                   | Security<br>protection to<br>prevent<br>tampering or<br>unauthorized<br>software | A free trial or a demo package that offersAn opportunity for a cost-free assessment | frustrated & tensed |
| PS-2           | Warehouse<br>supervisor | Tracks items in real time as they are received, stored, picked, packed and shipped | Advises on inventory replenishment.  | Guides<br>inventory<br>receiving<br>and put-<br>away                                | Tired & stressed    |