Team ID: PNT2022TMID23114

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1. CUSTOMER SEGMENT(S)



6. CUSTOMER CONSTRAINTS

5. AVAILABLE SOLUTIONS

Who is your customer? What constraints prevent your customers from taking action or limit their choices Shopkeeper's who are in need for buying of solutions? products to refill their stocks

- 1. Inadequate Capital
- 2. Lack of awareness of technologies
- 3. Unavailability of devices

Which solutions are available to the customer when they face the problem orneed to get the job done? what have they tried in the past?

- Sudden change in demand which is directly proportional to the price surge can be identified previously and stocked accordingly.
- Customers assign a managing assistant to overview the stock.

2. JOBS-TO-BE-DONE / **PROBLEMS**



RC

7. BEHAVIOUR

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

What is the real reason that this problem The process of gathering data on the actions exists? What is the back story behind the of buyers in a retail environment and then need to do this job? using that data to identify their buying preferences.

Which jobs-to-be-done (or problems) do vou address for vour customers?

- Periodic changes according to season.
- Locating the Warehouse
- Sudden surges in prices
- Daily transportation costs

Most of the shopkeepers lose their customers because of insufficient stock and proper stock management. So they face loss in their business. In order to help them with their profit we are helping them with technology to make it easy.

Focus on J&P, tap into BE, understand

3. TRIGGERS

Identify

strong



What triggers customers to act?

- Immense wastage of products due to less sales.
- Reading about innovative ideas

4. EMOTIONS: BEFORE / AFTER

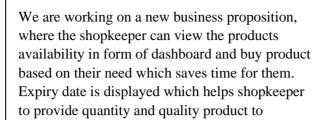


customer.

How do customers feel when they face a problem or a job and afterwards?

- Frustration
- Helplessness
- Demotivated
- Sense of thrill
- Sense of Freedom

10. YOUR SOLUTION



8.CHANNELS of BEHAVIOUR



8.1 ONLINE

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Advertise with financial influencers to spread awareness and promote it.

8.2 **OFFLINE**

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

The person who belongs to the work he should have or create some social contacts in his/her surrounding that's will create a certain trustworthy things in his business.