

PROBLEM -SOLUTION FIT

Define CS, fit into	1. CUSTOMER SEGMENT(S) CS Customer segmentation is an important marketing tool. Effective customer segmentation helps the enterprises increase profits and improve customer service level. On the other hand, due to possible detrimental consequences, supply disruptions have been receiving more and more attention.	6. CUSTOMER CONSTRAINTS CC limits on raw materials, machine capacity, workforce capacity, inventory investment, storage space, or the total number of orders placed.	5. AVAILABLE SOLUTIONS AS <ul style="list-style-type: none"> Lift per store sales by 5% 70% time saved in store audits >97% accurate retail insights in real-time Improved adherence to store compliance Brand & SKU level competitive 	Focus on J&P, tap into BE, understand
	2. JOBS-TO-BE-DONE / PROBLEMS J&P <ul style="list-style-type: none"> Inconsistent Tracking Warehouse Efficiency Inaccurate Data Changing Demand Limited Visibility Manual Documentation Problem Stock Supply Chain Complexity 	9. PROBLEM ROOT CAUSE RC <ul style="list-style-type: none"> Network issue Server down Data loss 	7. BEHAVIOUR BE <ul style="list-style-type: none"> The data will be secure. Check the stock regularly. The process will be on time. 	
Identify	3. TRIGGERS TR Retail inventory management techniques help stores and ecommerce sellers satisfy customers, reduce costs and increase profits.	10. YOUR SOLUTION SL <ul style="list-style-type: none"> Create a System to Get Accurate and Accessible Information 	8. CHANNELS of BEHAVIOUR CH Online: <ul style="list-style-type: none"> Stock update 	Extract online

4. EMOTIONS: BEFORE / AFTER Before:

Over work and stock unavailable

After:

Easy work

EM

- Create a Unique Process Customized for Business Type.
- Keep an eye on Contemporary trends in the industry.
- Be prepared for fluctuations in supply and demand.
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- Stock needed
- Maintaining the stock above the warning level
- Calculating the current stock by using the billing info

Solution Architecture

