Project Design Phase-I
Problem Solution Fit

Member	Silambarasan V Thavasi S Vijaya shankar p Prabudeva P
Team ID	PNT2022TMID13832
Project Name	Project – Inventory Management System for Retailers
Maximum Marks	4 Marks

1. CUSTOMER SEGMENT(S) — CS

Who is your customer?
i.e. working parents of 0-5 y.o. kids

Retailer who need to manage their inventory and further management for stock through software application.

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.

Delivery Delay

Changing the price of stocks

Network Problem

Openness to availability

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

Hiring employees and accounts to maintain stock

Management of log books in standard way

Usage of 3rd party inventory websites

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.

Poor demand prediction

Avoid Overstocking and Understocking

Chalenges in stock management

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.

Control information

Absence of real time inventory

7. BEHAVIOUR — BE

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

Information is essential for the creation and improvement of the application

3. TRIGGERS — TR

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

Need knowledge to maintenance

Maintain the huge record by a single person.

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.

Before – worried, Frustrated, Lack of knowledge of about stocks
After- Happy, Flexible, Profitable

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.

Develop a cloud application that " Tracks real time inventory such as purchase details and stock availability details and suggest to reduce the spending amount for buying new stocks".

8. CHANNELS of BEHAVIOUR — CH

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

All inventory details available

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

SMS notification for inventory