

# Problem Solution Fit

**Project Title:** Inventory Management System for Retailers

**Team ID:** PNT2022TMID10059

Define CS, fit into CC	<b>1. CUSTOMER SEGMENT(S)</b> <span>CS</span>  Customer segmentation is <b>when retailers arrange their broad customer base into smaller subgroups</b> – often with the help of a next-generation POS system.	<b>6. CUSTOMER CONSTRAINTS</b> <span>CC</span>  Common types of resource constraints include <b>limits on raw materials, machine capacity, workforce capacity, inventory investment, storage space, or the total number of orders placed.</b>	<b>5. AVAILABLE SOLUTIONS</b> <span>AS</span>  <b>Merchandise assortments and the stores that receive these merchandise assortments</b> , can be optimized to improve overall retail inventory management.	Define CS, fit into CC
	<b>2. PROBLEMS</b> <span>L&amp;P</span> <ul style="list-style-type: none"><li>• Lack of Inventory Visibility.</li><li>• Inefficient Inventory Management Process or Software.</li><li>• Tracking Obsolete Material.</li></ul>	<b>7. BEHAVIOUR</b> <span>BE</span>  Inventory management <b>helps you manage the customer experience when it comes to product returns.</b>	<b>9. PROBLEM ROOT CAUSE</b> <span>RC</span> <ul style="list-style-type: none"><li>• Choosing a manual inventory process.</li><li>• Outdated products.</li><li>• Overstocking problems.</li><li>• Inability to manage inventory waste and defects.</li></ul>	
Focus on J&P, tap into BE, understand RC	<b>3. TRIGGERS</b> <span>TR</span> <ul style="list-style-type: none"><li>• Meet variation in Production Demand.</li><li>• Cater to Cyclical and Seasonal Demand.</li><li>• Economies of Scale in Procurement.</li></ul>	<b>10. YOUR SOLUTION</b> <span>SL</span>  Retail inventory management works by <b>creating systems to log products, receive them into inventory, track changes when sales occur, manage the flow of goods from purchasing to final sale and check stock counts.</b>	<b>8. CHANNELS OF BEHAVIOUR</b> <span>CH</span>  ONLINE <ul style="list-style-type: none"><li>• Organization is a Must.</li><li>• Upgrade to An Inventory Management Software.</li></ul> OFFLINE  Customers visit offline retailers to browse and purchase items in person.	Focus on J&P, tap into BE, understand RC
	<b>4. EMOTIONS</b> <span>EM</span> <ul style="list-style-type: none"><li>• Keep an eye on Contemporary trends in the industry.</li><li>• Be prepared for fluctuations in supply and demand.</li></ul>			
Identify strong TR & EM			Identify strong TR & EM	