

PROBLEM FIT

Team ID	PNT2022TMID48449
Project Name	Retail Store Stock Inventory Analytics

Define CS, fit into CC	1. CUSTOMER SEGMENT(S) Who is your customer? I.e. working parents of 0-5 y.o. kids	6. CUSTOMER CONSTRAINTS 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.	5. AVAILABLE SOLUTIONS 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	Explore AS, differentiate
	Retail Store Owner	<ul style="list-style-type: none"> Implementation Problem Poor Maintenance of database Lack of enough Capital amount 	<ul style="list-style-type: none"> An inventory Management system tracking stocks on a daily basis there by predicting demands But Integration with accounting is very difficult 	
Focus on J&P, tap into BE, understand RC	2. JOBS-TO-BE-DONE / PROBLEMS Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different	9. PROBLEM ROOT CAUSE 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.	7. BEHAVIOUR 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)	Focus on J&P, tap into BE, understand RC
	<ul style="list-style-type: none"> Excess Inventory leading to business and operational problems Cost associated with excess inventory Stocking up unwanted inventories 	<ul style="list-style-type: none"> Improper Knowledge of stock management Sudden change in demands Insufficient storage capacity 	<ul style="list-style-type: none"> Identify customer demands and their buying patterns Understanding customer demands the stocks can be managed accordingly 	

