

Defining CS, fit into C	<div>1. CUSTOMER SEGMENT(S) customer segmentation is when retailers arrange their broad customer base into smaller subgroups – often with the help of a next-generation POS system. Retailers pick and choose relevant groups and add them to their POS database, which continuously</div> <div>CS</div>	<div>6. CUSTOMER CONSTRAINTS Common types of resource constraints include limits on raw materials, machine capacity, workforce capacity, inventory investment, storage space, or the total number of orders placed.</div> <div>C</div>	<div>5. AVAILABLE SOLUTIONS 1. Centralized Tracking: Consider upgrading to tracking software that provides automated features for re-ordering and procurement 2. Transparent Performance 3. Stock Auditing 4. Demand Forecasting 5. Add Imagery 6. Go Paperless 7. Preventive Control 8. Measure Service Levels</div> <div>AS</div>	Exploring AS, different
	<div>2. JOBS-TO-BE-DONE / PROBLEMS It is the process of determining how much of each item you anticipate selling, and when. Once demand is determined, inventory management follows the flow of goods from the supplier through production and ultimately fulfilling customer orders.</div> <div>J&P</div>	<div>9. PROBLEM ROOT CAUSE 1. High cost of inventory 2. Consistent stockouts 3. Low rate of inventory turnover 4. High amount of obsolete inventory 5. High amount of working capital 6. High cost of storage 7. Spreadsheet data-entry errors 8. Lost customers</div> <div>RC</div>	<div>7. BEHAVIOUR <u>BEFORE</u> 1. Current inventory levels 2. Outstanding purchase orders 3. Historical trendlines 4. Forecasting period requirements 5. Expected demand and seasonality 6. Maximum possible stock levels 7. Sales trends and velocity 8. Customer response to specific products <u>AFTER</u> By increasing inventories, retailers attempt to raise service levels, and thus increase sale. However, in addition to a positive impact on product availability and sale, higher inventory levels may cause problems in performing in-store activities</div> <div>BE</div>	
Focusing on J & P, tap into BE, understand	Establishing and RC	<div>3. TRIGGERS In simple terms, a trigger is code that is put into a database system that is made to “raise a flag” when data reaches a certain point. For example, in a retail store, most of the inventory is done using a complex database system. In a big store with a lot of products, it is hard to keep track of the entire inventory.</div> <div>TR</div>	<div>10. YOUR SOLUTION Inventorymanagement is vital forretailers because thepractice helps themincrease profits. They aremore likely to have enoughinventory to capture everypossible sale while avoidingoverstock and minimizingexpenses.</div> <div>SL</div>	<div>8. CHANNELS of BEHAVIOUR 8.1 ONLINE A cloud-based software system, online inventory management provides organisations with a digitised, logical, and systematic process to control the inward and outward flow of inventory stock. 8.2 OFFLINE Yes. RetailCore software can work fully offline. At present hybrid version of RetailCore Software is not available using which you can operate same software online (cloud) and offline (desktop). You can either get RetailCore as fully online software or fully offline software.</div> <div>CH</div>

	<div data-bbox="150 65 477 89" data-label="Section-Header"><p>4. EMOTIONS: BEFORE / AFTER</p></div> <div data-bbox="172 90 472 239" data-label="List-Group"><ul style="list-style-type: none">1. Current inventory levels2. Outstanding purchase orders3. Historical trendlines4. Forecasting period requirements5. Expected demand and seasonality6. Maximum possible stock levels7. Sales trends and velocity8. Customer response to specific products</div> <div data-bbox="719 59 763 89" data-label="Text"><p>EM</p></div>			
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