PROBLEM -SOLUTION FIT

Team ID	PNT2022TMID13483
Project Name	Inventory management system for retailers.
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Define CS, fit into

1. CUSTOMER SEGMENT(S) `CS`

C"sťomcí scgmc→ťaťio→ı is a→ı impoíťa→ıť maíkcťi→ıg ťool.

Errccťi:c c"sťomcí scgmc→ťaťio→ı kclps ťkc c→ıťcípíiscs i→ıcícasc píoriťs a→ıd impío:c c"sťomcí scí:icclc:cl.

O→ı ťkc oťkcí ka→ıd, d"c ťo possiblc dcťíimc→ıťal co→ıscq"c→ıccs, s"pplQ disí"pťio→ıs ka:c bcc→ı íccci:i→ıg moíc a→ıd moíc aťťc→ıťio→ı.

6. CUSTOMER CONSTRAINTS

limits on raw materials, machine capacity, workforce capacity, inventory investment, storage space, or the total number of orders placed.

5. AVAILABLE SOLUTIONS

- 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

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2. JOBS-TO-BE-DONE / PROBLEMS `J&P`

- I→ıco→ısisťc→ıť lacki→ıg
- Waícko"sc Erricic→ıcQ
- I→ıacc"íaťc Kaťa
- Cka→ıgi→ıg Kcma→ıd
- Limiťcd VisibiliťQ
- Ma→ı"al Koc"mc→ıťaťio→ı
- Píoblcm Sťock
- S"pplQ Ckai→ı ComplcxiťQ

9. PROBLEM ROOT CAUSE

- Ncťwoík iss"c
- Scí:cí dow→ı
- Kaťa loss

7. BEHAVIOUR `BE`

- ťkc daťa will bc scc"íc.
- Ckcck ťkc sťock ícg"laílQ.
- ťkcc píoccss will bc o→ı ťimc.

Identify

3. TRIGGERS `TR`

Retail inventory management techniques help stores and ecommerce sellers satisfy customers, reduce costs and increase profits.

10. YOUR SOLUTION `SL`

- Cícaťc a SQsťcm ťo Gcť Acc"íaťc a→ıd Acccssiblc I→ıroímaťio→ı

8. CHANNELS of BEHAVIOUR `CH`

O→ıli→ıc:

- Sťock "pdaťc

Extract online

4. EMOTIONS: BEFORE / AFTER **Before:** Over work and stack unavailable **After:** Easy work EM	• Cícaťc a U→ıiq"c Píoccss C"sťomizcd roíB"si→ıcss ťQpc. • Kccp a→ı cQc o→ı Co→ıťcmpoíaíQ ťíc→ıds i→ı ťkci→ıd"sťíQ. • Bc pícpaícd roí rl"ct"aťio→ıs i→ı s"pplQ a→ıd dcma→ıd.	• Sťock →ıccdcd • Mai→ıťai→ıi→ıg ťkc sťock abo:c ťkc waí→ıi→ıg lc:cl • Calc"laťi→ıg ťkc c"ííc→ıť sťock bQ "si→ıg ťkc billi→ıg i→ıro

Sol"ťio→ı Aíckiťcct"íc