Define CS, fit into CC

1. CUSTOMER SEGMENT(S)   `CS`

Who is your customer?

Our Customer is a Grocery shop Owner

6. CUSTOMER CONSTRAINTS   `CC`

What constraints prevent your customers from taking action or limit their choices of solutions?

Quality costs
Storage costs
Obsolete Inventory

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?

Pros
Referrals and rewards
Reviews and ratings
It's convenient and save time
Cons
Convenience comes with a cost
Quality of perishables items may be subpar

Explore AS, differentiate

Focus on J&P, tap into BE, understand RC

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

Which jobs-to-be-done (or problems) do you address for your customers?

Value the Customer Feedback.

Make Surprise and Delights Application for the Repeat Customer from the store Owner.

9. PROBLEM ROOT CAUSE   `RC`

What is the real reason that this problem exists? What is the back store behind the need to do this job?

People think that managing a inventory through a digital form will be difficult and the managing the software will cost too much money.

People have kept a mindset that increase/decrease of demand cannot be predicted before itself.

7. BEHAVIOUR   `BE`

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

They try the interface for overcoming of the problem but then if they find it complicated or not efficient enough they stop using it.
Indirectly related will be them attending workshop where an effective inventory management technique will be shared information about.

Focus on J&P, tap into BE, understand RC

Identify strong TR & EM

3. TRIGGERS   `TR`

What triggers customers to act?

Loyalty to customer
New product/Service Announcements

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.

With the notable technology we are able to visualize and predict retail inventory, by the ultimate power Cognos Analytics Tool we will be able to properly create a dashboard for the customers to work with and visualize and analyze the retail store stock inventory on their work with limited knowledge.

8. CHANNELS of BEHAVIOUR   `CH`

8.1   ONLINE
What kind of actions do customers take online?
Utilize the given datas
Virtualize the dataset

8.2   OFFLINE
What kind of actions do customers take offline?
A person who belongs to the work he should have or create some social contact in his/her surrounding that's will create a certain trust worthy thing in his business

Identify strong TR & EM

4. EMOTIONS: BEFORE / AFTER   EM

How do customers feel when they face a problem or a job and afterwards?
Frustration,helplessness,demotivation,Satisfaction,Confidence and calm state of mind.