Project Design Phase-I - Solution Fit Template

Team ID: PNT2022TMID43303

Project Title: INVENTORY MANAGEMENT SYSTEM FOR RETAILERS

Define CS, fit into CC

Explore AS, differentiate

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

Identify strong TR & EM

1. CUSTOMER SEGMENT(S) — CS

Business Owners, Stock holders, Deparrtmental Store.

6. CUSTOMER CONSTRAINTS — CC

One of the most limiting factors is BUDGET,
Low powered systems,
Not enough technical knowledge to operate the high level and sophisticated management systems.

5. AVAILABLE SOLUTIONS — AS

User usually don't have a proper and standardised method of keeping track of the stocks/products. The pre-existing solutions are either not user friendly or not scalable. Most of the pre- existing solutions are platform dependent and run on a local device.Most available solutions are highly sophisticated and are not required by small to medium sized business.

2. JOBS-TO-BE-DONE / PROBLEMS — J&P

The solution that we are proposing will be suitable for small to medium size business.It will be platform independent and won't require powerful systems to RUN.This will be more user-friendly and easy to access.It keeps the data in more systematic way.

9. PROBLEM ROOT CAUSE — RC

Most of the businesses in INDIA are not very large and hence lack funds.Which forces them to use traditional pen and paper methodologies.

Most solution developers don't focus on platform independence.

Businesses tend to have large variety of stocks which cannot be tracked by pre-existing methods.

7. BEHAVIOUR — BE

The customer usually hires external working force for keeping track of STOCK DATA.

Some customers also approach various developers to develop a management system specifically catering to their needs. These softwares usually involve the aforementioned problems.

3. TRIGGERS — TR

In Traditional pen and paper method, tracking stocks for a highly dynamic business becomes very difficult and mistakes in calculations and stock management become highly likely.
In pre - existing digital solutions, Remote management is not possible.Business owners tend to travel to different places for which the stated point becomes relevant.

4. EMOTIONS: BEFORE / AFTER — EM

BEFORE : CONFUSED, STRESSED, LACK OF CONFIDENCE, NOT MANAGEABLE.
AFTER : .LUCID, UNDERSTATED, CONFIDENCE, MANAGEABLE.

10. YOUR SOLUTION — SL

The solution that we are proposing will be suitable for small to medium size business.It will be platform independent and won't require powerful systems to RUN.This will be more user-friendly and easy to access.It keeps the data in more systematic way.

8. CHANNELS of BEHAVIOUR — CH

8.1 ONLINE
They can manage the stock data remotely from anywhere with the help of software from any of their device.
Compare their sales, profits in various periods of time.

8.2 OFFLINE
Has to verify the authenticity of entered values.
Take actions based on their performance (SALES).