

## What do they HEAR?

what friends say  
what boss say  
what influencers say

The practice identifies and responds to trends to ensure there's always enough stock to fulfill customer orders and proper warning of a shortage

Businesses take inventory so they know how much they have on hand at a specific point in time.

Inventory management helps companies identify which and how much stock to order at what time

## What do they THINK AND FEEL?

what really counts  
major preoccupations  
worries & aspirations

An inventory solution makes these processes easier than trying to do them all manually.



if the user ordered the available item then the user will see delivery status

the user will see available of stocks and their information

## What do they SEE?

environment  
friends  
what the market offers

## What do they SAY AND DO?

attitude in public  
appearance  
behavior towards others

Improving inventory management efficiency avoids chances of errors, and fewer errors eventually require fewer resources spent on fixing errors.

Your team should always have easy access to tracking raw materials and finished goods status within the supply chain.

## PAIN

fears  
frustrations  
obstacles

Production problem

High implementation cost

Increased space is need to hold the inventory

## GAIN

"wants" / needs  
measures of success  
obstacles

A well-structured inventory management system leads to improved customer retentio

It helps to maintain the right amount of stocks

Reduction in holding costs