

Project Title:RETAIL STORE STOCK INVENTORY.
Project Design Phase-I - Solution Fit Template

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| Define CS, fit into CC | <p>1. CUSTOMER SEGMENT(S) CS</p> <p>> Customers of all age groups who are in need of things.</p> | <p>6. CUSTOMER CONSTRAINTS CC</p> <p>> Machine capacity,inventory investment,storage,limits on raw materials.</p> | <p>5.AVAILABLE SOLUTIONS AS</p> <p>> Obsolete Stock is removed as soon as it moves to not in demand of the customers .</p> <p>> Stock inventory records are alternated digitally.</p> <p>> Manual processes of counts is an alternative of scanning barcodes and allowing the software to keep track.</p> | Explore AS, differentiate |
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| Focus on J&P, tap into BE, understand RC | <p>2. JOBS-TO-BE-DONE / PROBLEMS. J&P</p> <p>> Inefficient warehouse management,Manual documentation,inaccurate data,inconsistent tracking,unclear communication,inadequate access,overselling,</p> | <p>9. PROBLEM ROOT CAUSE RC</p> <p>(1) forecasting error.</p> <p>(2) bulk purchase.</p> <p>(3) data entry error.</p> <p>(4) communication gaps.</p> <p>(5) quality-related issues.</p> <p>(6) product category not traceable and</p> <p>(7) wrong material being procured.</p> | <p>7. BEHAVIOUR BE</p> <p>> Directly related : expediting existing order on the supplier.</p> <p>> Committing to regular follow-ups with customer relevant contact details to progress and then to enquire on the progress.</p> <p>> Indirectly associated : delegating persons to frequently review the stock display racks to identify stocked out items and to take immediate action.</p> | Focus on J&P, tap into BE, understand RC |
| | <p>> Customer experience.</p> <p>> Immediate availability of the product.</p> <p>> Reasonable prices.</p> <p>>Product quality.</p> <p>4. EMOTIONS: BEFORE / AFTER EM</p> <p>> Insecure>Confident.</p> <p>> Perplexed-Trust in placing the order.</p> | <p>> Take the previous year statistics of the sales in the shop,according to the customer preference the retailers can buy stock this year.</p> <p>>The mandatory products are brought first less expiry date.</p> | <p>8.1 ONLINE</p> <p>> Process of how consumers make decisions to purchase products in ecommerce.</p> <p>> The new expectations that currently drive online consumer behavior are entrenched in commonality.</p> <p>> Expectations like product availability, delivery transparency, affordable shipping, and more recently, a convenient buying journey all affect how consumers make decisions to buy items online .</p> <p>8.2 OFFLINE</p> <p>> Customers can check for product quality.</p> <p>> People can purchase immediate products.</p> <p>> Satisfaction of shopping.</p> <p>> People need not worry about security issues.</p> | |

