DefineCS, fitintoCC

ExploreAS,differentiate

Focuson J&P, tapinto BE,understand RC

1.CUSTOMER SEGMENT(S) `CS`

Inventory Manager who is responsible to track the inventory status, inorder to meet the consumer's demand neither running out of the stocks nor carrying the excess of supply and also responsible to provide right goods to the consumers in right quantity at right place in right time.

6.CUSTOMER

Data in accuracies cause labeling mistakes, productquality issues and can become very costly when it comes to a monetary value or damage to the brand.

Managing inventory spaces to accommodate new inventory stock scan be a daunting task.

Inventory record inaccuracy erode operational efficiency, increase inventory costs, lose sales.

5.AVAILABLE SOLUTIONS

Traditionally, businesses manage inventory isavailable, through which the forecasting and maintaining safety stock levels to support emergencies and surprise business can achieved.

Pros and cons: :

Provides low risk of shortages

Traditional strategies generates the wastage of the working capital and wastage of inventory. Inorder to eliminate such issues the modern inventory management has been practised.

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

- Enable to track all sales receivables and purchase payables.
- Inventory product history managemand has achieved and provide stock control for omni channel retailing.
- Practice 80/20 inventory rule inorder to increase the profit of sales.
- Real time FIFO cost management to track cost of raw materials and products.

9. PROBLEM ROOT CAUSE `RC`

- The poor inventory management is the real reason behind the failure of stock maintenance.
- Beyond having too little or too much inventory, poor inventory management can also causes inefficiencies and increases the risk of mistakes in reordering inventory from suppliers or of sellingnonexistent inventory.
- Inorder to eliminate such issues,an effective retail store stock inventory analysis is needed.

7.BEHAVIOUR `BE`

- Overstocking-Track and manage the high-demand inventory using cycle counting data to set automatic reorder points and optimize shipments by average lead time.
- Poor Communication-Introduce integrated dashboards with real-time inventory data and a simple user interface to communicate and manage workflows across accounting, sales andwarehouse operations.
- Poor Production Planning-Track and manage the availability of the top 20% of the inventory that generates 80% of the demand using an inventory management system with advanced demand forecasting and reporting features.

3.TRIGGERS `TR`

- A reorder point is the unit quantity that triggers the purchase of a particular stock item and exhibits always being beware of the market predictions as well as possible using most accurate stock prediction-MASD.
- Ensure how to familiar with fillings and replenishment optimization.
- Customers who can satisfied with their demands and met the availability of the products.

4. EMOTIONS: BEFORE/ `EM`

BEFORE:
- Due to imbalanced inventory,it becomes hard to maintain the balanced stock which pays a way to lose the profit of that sale and also making the risk of losing the customers.
- A low rate of inventory, high cost of shortage, high amount of obsolute inventory may happens.

AFTER:

- Enble to ensure that there are sufficient goods so that demandcan be met without overstocking or understocking.
- It improves consumer retention and engagement and offers centralized view of stock.

10.YOUR SOLUTION `SL`

- Using "Modern inventory systems" can help to track inventory levels and raise red flags when the stock levels decline. This allows retailers to re-stock before they running-out-of stock.

- Based on "Analysis of Safety Stock Customer Service Level",it can reduce high inventory levels of stocks.

- Improve the decision making process oriented at reducing costs and increase revenues.

8. CHANNELS OF BEHAVIOUR

8.1 ONLINE: `CH`
- Modern Omnichannel inventory allows businesses to handle complex supply chains while ordering from multiple vendors .
- As well as multichannel inventory track orders from various sales sources on inventory that is stored at multiple locations, such as marketplaces, ecommerce retail,and wholesale.

8.2 OFFLINE:

- Enables to keep check on the warehouses where you have actually store product.
- Physical touch and feel of the product.
- Events andTrade shows.