

PROBLEM -SOLUTION FIT

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| Team ID | PNT2022TMID26134 |
| Project Name | Inventory management system for retailers. |
| Date | 12 November 2022 |

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| Define CS, fit into | 1. CUSTOMER SEGMENT(S) CS <p>Customer segmentation is an important marketing tool.</p> <p>Effective customer segmentation helps the enterprises increase profits and improve customer service level.</p> <p>On the other hand, due to possible detrimental consequences, supply disruptions have been receiving more and more attention.</p> | 6. CUSTOMER CONSTRAINTS CC <p>limits on raw materials, machine capacity, workforce capacity, inventory investment, storage space, or the total number of orders placed.</p> | 5. AVAILABLE SOLUTIONS AS <ul style="list-style-type: none"> Lift per store sales by 5% 70% time saved in store audits >97% accurate retail insights in real-time Improved adherence to store compliance Brand & SKU level competitive | Focus on J&P, tap into BE, understand |
| | 2. JOBS-TO-BE-DONE / PROBLEMS J&P <ul style="list-style-type: none"> Inconsistent Tracking Warehouse Efficiency Inaccurate Data Changing Demand Limited Visibility Manual Documentation Problem Stock Supply Chain Complexity | 9. PROBLEM ROOT CAUSE RC <ul style="list-style-type: none"> Network issue Server down Data loss | 7. BEHAVIOUR BE <ul style="list-style-type: none"> The data will be secure. Check the stock regularly. The process will be on time. | |
| Identify | 3. TRIGGERS TR <p>Retail inventory management techniques help stores and ecommerce sellers satisfy customers, reduce costs and increase profits.</p> | 10. YOUR SOLUTION SL <ul style="list-style-type: none"> Create a System to Get Accurate and Accessible Information | 8. CHANNELS of BEHAVIOUR CH <p>Online:</p> <ul style="list-style-type: none"> Stock update | Extract online |

4. EMOTIONS: BEFORE / AFTER

Before:

Over work and stock unavailable

After:

Easy work

EM

- Create a Unique Process Customized for Business type.
- Keep an eye on Contemporary trends in the industry.
- Be prepared for fluctuations in supply and demand.

- Stock needed
- Maintaining the stock above the warning level
- Calculating the current stock by using the billing info

Solution Architecture

