

Problem Solution Fit

Inventory Management System for Retailers-Team ID:PNT2022TMID31796

Define CS, fit into	1. CUSTOMER SEGMENT(S) CS <div>Retailers generally keep track of their merchandise from the time it is bought until it is sold.</div>	6. CUSTOMER LIMITATIONS CC <div>Openness to availability Network Restrictions Changing the cost of commodities Delays in delivery</div>	5. AVAILABLE SOLUTIONS AS <div>Manually counting and tallying items Mangement of log books in standard way Hiring employees and accountants to maintain stock</div>	Explore AS,
Focus on J&P, tap into BE, understand	2. JOBS-TO-BE-DONE / PROBLEMS PR <div>Avoid overstocking To notify the retailers about the items which are out of stock Poor demand forecasting</div>	9. PROBLEM ROOT / CAUSE RC <div>Manual work consumes time and it is error prone Not much organised</div>	7. BEHAVIOUR BE <div>Enquire the retailers in the neighbourhood Get reference from customers who visit their shop</div>	Focus on J&P, tap into BE, understand
Identify strong TR & EM	3. TRIGGERS TO ACT TR <div>Need separate knowledge for maintenance Maintaining large number of records by single individual</div> 4. EMOTIONS: BEFORE / AFTER EM <div>Before: Frustrated, worried, lack of knowledge about stocks After: Happy, profitable, flexible working</div>	10. YOUR SOLUTION SL <div>Development of an cloud application that "Tracks real-time inventory such as purchase details, sales information and stock management" and "alters the user on less availability of stocks"</div>	8. CHANNELS of BEHAVIOUR CH <div>8.1 ONLINE Immediate accessibility irrespective of place and time</div> <div>8.2 OFFLINE SMS notifications for inventory</div>	Extract online & offline CH of BE

