Problem Solution Fit

Inventory Management System for Retailers-Team ID:PNT2022TMI31796

Define CS, fit into

1. CUSTOMER SEGMENT(S) — CS

Retailers generally keep track of their merchandise from the time it is bought until it is sold.

6. CUSTOMER LIMITATIONS — CC

Openness to availability
Network Restrictions
Changing the cost of commodities
Delays in delivery

5. AVAILABLE SOLUTIONS — AS

Manually counting and tallying items
Mangement of log books in standard way
Hiring employees and accountants to maintain stock

Explore AS,

Focus on J&P, tap into BE, understand

2. JOBS-TO-BE-DONE / PROBLEMS — PR

Avoid overstocking
To notify the retailers about the items which are out of stock
Poor demand forecasting

9. PROBLEM ROOT / CAUSE — RC

Manual work consumes time and it is error prone

Not much organised

7. BEHAVIOUR — BE

Enquire the retailers in the neighbourhood
Get reference from customers who visit their shop

Focus on J&P, tap into BE, understand

Identify strong TR & EM

3. TRIGGERS TO ACT — TR

Need separate knowledge for maintenance Maintaining large number of records by single individual

4. EMOTIONS: BEFORE / AFTER — EM

Before: Frustated, worried,lack of knowledge about stocks
After: Happy,profitable,flexible working

10. YOUR SOLUTION — SL

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"

8. CHANNELS of BEHAVIOUR — CH

8.1 ONLINE

Immediate accessibility irrespective of place and time

8.2 OFFLINE

SMS notifications for inventory

Extract online & offline CH of BE