Problem-Solution fit canvas 2.0

Purpose / Vision : Inventory Mangement System

Define CS, fit into CC

1. CUSTOMER SEGMENT(S) CS

Who is your customer?

The retailers who are in dire need of a software to manage their inventory. Since they might need to hire more people to manage a large inventory with variety of products, the resource spent towards the manpower can be greatly reduced and replaced with a simple software.

6. CUSTOMER CONSTRAINTS CC

What constraints prevent your customers from taking action or limit their choices of solutions?

The major constraint for the customer is that to find a suitable application, and it is complicated for the users to choose the right one to analyse their inventory regularly.

5. AVAILABLE SOLUTIONS AS

Which solutions are available to the customers when they face a problem or need to get the job done?

Websites and Applications for inventory management are available, but the problem is that in most of these applications are inefficient due to lack of real-time reporting.

Explore AS, differentiate

Focus on J&P, tap into BE, understand RC

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

Which jobs to be done (or problems) do you address for your customers?

The retailers need a way to maintain and keep track of their inventory data because they only keep it in the logbook and not properly organized so that
they are able to record the inventory data quickly and safely.
This will greatly aid the retailer on their vision for improving their business by providing future statistics and analysis of day-to-day sales.

9. PROBLEM ROOT CAUSE RC

What is the back story behind the need to do this application?
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This issue occurs where the retailer uses the traditional way oftracking the day-to-day sales and is devoid of a software that can manage the inventory.

When the retailer is overwhelmed with lot of work andresponsibilities, it may reduce efficiency and may not be able to track intricacies involved with inventory management.

7. BEHAVIOUR BE

What does your customer do to address the problem and get the job done?

Initially to get manual inputs (inventory details) from the user.

Then to implement a mechanism to track the inventory sock and possibly aid with the saales analysis.

Focus on J&P, tap into BE, understand RC

Identify strong TR & EM

3. TRIGGERS TR

What triggers customers to act?

The benefits reaped by other users are triggering the retailers to try to establish an inventory management system.

4. EMOTIONS: BEFORE / AFTER EM

The users are very much worried about how to calculate their daily, weekly, or yearly sales details along with the inventory associated with it

After the issue has been solved with the help of the application, the users are confident in selecting the right way to track their inventory effectively.

10. YOUR SOLUTION SL

If you are working on an existing business, write down your current solution first, fill in the canvas, and check how much it fits reality.
If you are working on a new business proposition, then keep it blank until you fill in the canvas and come up with a solution that fits within customer limitations, solves a problem and matches cu stomer behavior.

The project focuses on tracking the inventory of the retailers and comparing them with the threshold value which was set by the user and preparing an analysis that results in the overall analysis of the sales.

8. CHANNELS of BEHAVIOUR CH

8.1 ONLINE
What kind of actions do customers take online?

- Logging in
- Updating inventory details..etc.

8.2 OFFLINE
What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.

- Checking inventory
- Restocking

Extract online & offline CH of BE

⭐ AMALTAMA