

Define CS, fit in to C

1. CUSTOMER SEGMENT(S)

CS

Who is your customer?
Business man who is running more than one small organization

6. CUSTOMER CONSTRAINTS

CC

What constraints prevent your customers from taking action or limit their choices of solutions?
A corrupt hard drive, power outage, or technical issue can all lead to a loss of needed data and could potentially shut the entire operation down.

5. AVAILABLE SOLUTIONS

AS

Which solutions are available to the customers when they face the problem

or need to get the job done? What have they tried in the past? What pros & cons do these solutions have?
Inventory management tries to efficiently streamline inventories to avoid both gluts and shortages.
In past it is used for small organization.In our project we can insert,update and delete the items based on our requirements.
Inventory is the accounting of items, component parts and raw materials that a company either uses in production or sells

Explore the AS, different

Focus on J & P, tap in to BE, understand

2. JOBS-TO-BE-DONE / PROBLEMS

J&P

Help retailers to track the shortage of products and manage stocks related to their own products.Retailers can manage their stocks and they can visualize their profit and loss through the analytics.

9. PROBLEM ROOT CAUSE

RC

What is the real reason that this problem exists?
What is the back story behind the need to do this job?
Keeping too much stock on hand can be as problematic as having too little. It leads to wastage of time and money.

Sales and purchase return system will be added in order to make return of products.By using this project we can manage our inventory products effectively how much remaining and how much stock in demand.
Godown can be added as per the requirements

7. BEHAVIOUR

BE

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

1.better understanding of sales patterns.

2.Helps companies identify which and how much stock to order at what time.

3.Interactive user interface and provide online payment facilities

Focus on J & P, tap in to BE, understand

Establish and RC

3. TRIGGERS

TR

What triggers customers to act?
Many large-scale retailers use applications to increase their point of sale.By using this software product many retailers can get more profit.

4. EMOTIONS: BEFORE / AFTER

EM

How do customers feel when they face a problem or a job and afterwards?
Before:one survey of retailer, manufacturer and distributors found that a whopping 83% considered overstocks a problem in their organization
After:Save Money. Reduce the Risk of Out-Of-Stock Problems. Accurately Forecast Future Sales. Provide well defined UI and UX.

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.
Effective retail inventory management results in lower costs
Inventory management helps companies identify which and how much stock to order at what time.

8. CHANNELS of BEHAVIOUR

CH

8.1 ONLINE
What kind of actions do customers take online? Extract online channels from #7
Customers can store their data in cloud storage which can be easily accessed through internet.

8.2 OFFLINE
What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development..
The customer can manage their stocks through online their data is stored in database and we can manage it in a desktop application

Identify strong & EM

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