**Project Title: Inventory Management System for retailers Project Design Phase-I** - **Solution Fit Template Team ID:** PNT2022TMID50302

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

**Explore AS, differentiate**

**Deﬁne CS, ﬁt into CC**

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.

Inventory is the accounting of items, component parts and raw materials that a company either uses in production or sells

**AS**

**5. AVAILABLE SOLUTIONS**

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

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.

**CC**

**6. CUSTOMER CONSTRAINTS**

**CS**

**1. CUSTOMER SEGMENT(S)**

Who is your customer?

Retailers who meet the turnover over 2 lakhs.

**Explore AS, differentiate**

**Define CS, fit into CC**

1.better understanding of sales patterns.

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

**BE**

**7. BEHAVIOUR**

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

**RC**

**9. PROBLEM ROOT CAUSE**

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.

**J&P**

**2. JOBS-TO-BE-DONE / PROBLEMS**

Help retailers to track the shortage of products and manage stocks related to their own products.

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**Identify strong TR & EM**

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| **Identify strong TR & EM** | **3. TRIGGERS TR**  What triggers customers to act?  Many large-scale retailers use applications to increase their point of sale. | **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. | 1. **CHANNELS of BEHAVIOUR CH**     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.   * 1. **OFFLINE**   What kind of actions do customers take ofﬂine? Extract ofﬂine channels from #7 and  use them for customer development.  The customers can maintain their data via Book Keeping and It can be never corrupted and does not need any power source to access the data. |  |
| **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. |