Project Design Phase-I
Problem Solution Fit

Date	10 October 2022
Team ID	PNT2022TMID38670
Project Name	Retail Store Stock Inventory Analytics

Problem Solution Fit :

Problem-Solution Fit canvas

Purpose / Vision   Version:

1. CUSTOMER SEGMENT(S)

1.loyal customer
2.Impulse customer
3.Need based customer
4.Wandering customers
5.Potential customer

6. CUSTOMER LIMITATIONS E.G. BUDGET, DEVICES

1.Security concerns
2.Inadequate capital
3.Declining quality Customer service
4.The goods they sell may not be fresh

5. AVAILABLE SOLUTIONS PLUSES & MINUSES

1.Respond quickely to all customer feedback
2.Use creative and unexpected return policies
3.Find a workaround when items are out of stocks

2. PROBLEMS / PAINS + ITS FREQUENCY

1.keeping up with overstocks   misjudgement

2.Lack of inventory visibility

3.Tracking obsolete material

4.Lack of expertise and poor communication

The customer Demand Product Location

Inefficient Stock control

In proper training

9. PROBLEM ROOT / CAUSE

1.stock overflow/underflow is the major problem in retail store

2. Product price

3.Having an undeveloped brand

4.Misjudgement of the customer demand

7. BEHAVIOR + ITS INTENSITY

1. Use and disposal of products

2. Background factors influencing their decision to buy something

3. Customer requirement of the product

3. TRIGGERS TO ACT

1. Awarense
2.lanuchNew products
3.cashthrough inexpensive upsells 4. Attractive offers

4. EMOTIONS BEFORE / AFTER

1.Hope   1.Anger
2.Satisfaction   2.Fear
3.Happiness   3.Expensive
4.Gartitude   4.delaying

10. YOUR SOLUTION

It minimise the storagecost, stock overflow, stock underflow.also it increase the company growth

Use of historical customer data,seasonality effects,market trends,customer behavior you can build models that predict your stock needs.

8. CHANNELS of BEHAVIOR

ONLINE

1.Convenience
2.payment
3.Availability

OFFLINE

1.Retail
2. Wholesale
3.Direct-to-consumer