What do they THINK AND FEEL?

what really counts
major preoccupations
worries & aspirations

Retail is one of the important public service sector which is very vital for daily lives.

Best retailing practice will also bring a healthy competitive environment.

In the absence of retailer, buying of goods directly from factory outlets is not practically possible in modern times.

Retail therapy is actually real, where research have proved that retail therapy uplift the customer mood and sometimes convince them to buy an unplanned product.

The smartest method to reduce the work load and to increase the rate of accuracy in calculations.

Getting an idea about what an inventory management system is all about

A brilliant way to know and learn about the trending seasonal sales.

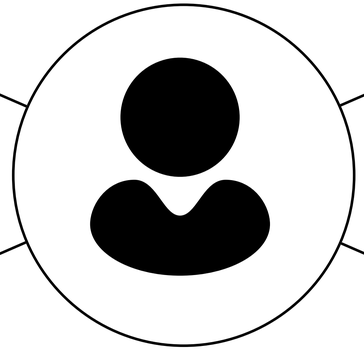
An effective inventory system is absolutely error free and no chance of miscalculations.

What do they HEAR?

what friends say
what boss say
what influencers say

Can observe The effectiveness and responsiveness of the current inventory system comparatively.

It is not required to be conscious about the availability of the stocks and its requirements.



The market offers many IM software tools to facilitate the retailers few of which are HDPOS, Shoper 9 and Primasellar etc.

Not only customer friendly but also it reduces the administrative work loads of the organization.

What do they SEE?

environment
friends
what the market offers

Modern inventory system is always user friendly in both product delivery and customer service aspects.

What do they SAY AND DO?

attitude in public
appearance
behavior towards others

To understand about the retail store inventory metrics.

To identify slow moving products via inventory turnover radio and to set low stock alerts.

Need of careful purchasing and receiving outline.

Use of past sales performance data and to check inventory values regularly.

PAIN

fears
frustrations
obstacles

Lack of scalability and labor-intensive ancient time system is not feasible in modern times.

Pen and paper recording keeping system was not reliable and no centralized database for record sharing purpose.

Possibility of poor tracking and lack of transparency.

Manual counting of stocks and tallying items in modern system may not be possible.

Quantity to order and the timing to order may be not accurate.

Limited access and tight reign on inventory is not helpful.

GAIN

"wants" / needs
measures of success
obstacles

Helps to make effective utilization of working capital by avoiding its blockage in excess inventory

It helps companies to cut expenses by minimizing the number of needless products and materials in storage.

Additionally it gives a clear insights into the trends.

It helps in efficient stock counting and eliminates the general human errors.

It increases the efficiency since it allows many automated inventory tasks like collecting data and calculating the cost.

It provides up-to-date data which helps in the process of decision making.

Helps to reduce risk of loss on account of obsolescence or deterioration of items.