

Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S)<div>CS</div><div><ul style="list-style-type: none"><li>Retailer</li><li>Wholesaler</li><li>Manufacturer</li></ul></div></div>	<div>6. CUSTOMER CONSTRAINTS<div>CC</div><div><ul style="list-style-type: none"><li>Manual Stock data entry</li><li>To err</li><li>Manual Checking of Low Stock</li><li>To Maintain Record is Tedious</li></ul></div></div>	<div>5. AVAILABLE SOLUTIONS<div>AS</div><div><ul style="list-style-type: none"><li>Manual Inventory Tracking</li><li>Processing data in Paper</li><li>Using Simple Excel Sheets and Tally</li></ul></div></div>	Explore AS, differentiate
	<div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&amp;P</div><div><ul style="list-style-type: none"><li>To Avoid Errors and Provide exact details</li><li>Bridging the distance between Stocking and Sales</li><li>To Provide detailed Report on Available Stocks</li></ul></div></div>	<div>9. PROBLEM ROOT CAUSE<div>RC</div><div><ul style="list-style-type: none"><li>Lack of data processing to provide On-Demand Service may cause loss to Retailer or Wholesaler</li><li>Manual Labor</li><li>No Central Data Storage</li></ul></div></div>	<div>7. BEHAVIOUR<div>BE</div><div><ul style="list-style-type: none"><li>Manage Incoming and Outgoing stocks</li><li>Frequently update with Cloud Database</li><li>Know Market Trends and Predict Stock Demand</li></ul></div></div>	
Identify strong TR & EM	<div>3. TRIGGERS<div>TR</div><div><ul style="list-style-type: none"><li>Change in Stock Quantity</li><li>New Stock Arrival</li><li>Customer Demand</li></ul></div></div>	<div>10. YOUR SOLUTION<div>SL</div><div><ul style="list-style-type: none"><li>Developing a Cloud Application for Retailers and Wholesalers to Manage Sales, Purchase Orders and Track Inventory</li></ul></div></div>	<div>8.CHANNELS of BEHAVIOUR<div>CH</div><div><div>8.1 ONLINE<ul style="list-style-type: none"><li>Alert Retailer or Stock Holder about availability of Stocks</li><li>Give Detailed Report in a Pictorial Manner</li></ul></div><div>8.2 OFFLINE<ul style="list-style-type: none"><li>Updating, Create, Manage Records on Stock</li></ul></div></div></div>	Identify strong TR & EM
	<div>4. EMOTIONS: BEFORE / AFTER<div>EM</div><div><div>4.1 BEFORE<ul style="list-style-type: none"><li>Tired of Doing Hard work</li></ul></div><div>4.2 AFTER<ul style="list-style-type: none"><li>Happy, Stress Free</li></ul></div></div></div>			