

Project Title: INVENTORY MANAGEMENT SYSTEM FOR RETAILERS

Team ID:PNT2022TMID31150

| | | | | |
|--|--|---|--|--|
| Define CS, fit into CC | <div>1. CUSTOMER SEGMENT(S)<div>CS</div><div><div>✓ Typically, retailers keep track of their inventory from the time it is purchased until it is sold.</div><div>✓ Retailers, store owners, and businesspeople are customers.</div></div></div> | <div>6. CUSTOMER CONSTRAINTS<div>CC</div><div><div>✓ The consumer needs to be trained to utilise this software, or they should employ someone who has been trained to do so.</div><div>✓ Non-availability, Network limitations, price changes, and delivery delays.</div></div></div> | <div>5. AVAILABLE SOLUTIONS<div>AS</div><div><div>✓ Manually tally and count the things.</div><div>✓ Managing log books on a regular basis.</div><div>✓ Employing personnel and an accountant to manage stockpiles and logs</div></div><div>Utilizing the LEAST concept (Listen, Empathize, Apologize, Solve and Thank) to comprehend the needs of the consumer</div></div> | Explore AS, differentiate |
| | <div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&P</div><div><div>✓ Automate inventory tracking to make it simpler.</div><div>✓ To make work easier, provide automated alerts and notifications.</div><div>✓ Sales and stock availability are represented graphically for easy understanding.</div><div>✓ Managing inventory stocks is difficult.</div><div>✓ Having trouble locating the top-selling itemsyour customers? There could be more than one; explore different sides.</div><div>✓ Do not overstock.</div><div>✓ To inform the merchants of the unavailable items Poor demand forecasting</div></div></div> | <div>9. PROBLEM ROOT CAUSE<div>RC</div><div><div>✓ Manual labour takes time and is prone to mistakes.</div><div>✓ Little organisation.</div><div>✓ Inadequate customer service.</div><div>✓ Fluctuation in client demand over time.story behind the need to do this job?</div><div>✓ I.e. Customers have to do it because of the change in regulations.</div></div></div> | <div>7. BEHAVIOUR<div>BE</div><div><div>✓ The client needs locate an efficient inventory management system.</div><div>✓ Ask the local merchants for information.</div><div>✓ Obtain testimonials from customers who stop by the business.</div><div>✓ Scalability is achieved by increasing the number of employees overseeing the inventory as the number of stocks rises.</div><div>✓ putting it into practise in his company to simplify his work and increase revenue.</div></div></div> | |
| Focus on J&P, tap into BE, understand RC | <div>3. TRIGGERS<div>TR</div><div><div>✓ separate expertise is required for upkeep.</div><div>✓ Keeping a high quantity of records by one person. Get a discount when you buy</div><div>✓ Offers for regular clients</div><div>✓ Independence in self-service</div></div></div> | <div>10. YOUR SOLUTION<div>SL</div><div><div>1. Retailers satisfy client demand through inventory management.</div><div>2. Perform routine stock checks to keep the stock.</div><div>3. Adjust the warehouse to the customer's lifestyle.</div><div>4. Giving customers individualised shopping experiences.</div><div>5. Create an application for an inventory management system based on flasks.</div></div></div> | <div>8.CHANNELS of BEHAVIOUR<div>CH</div><div>8.1 ONLINE<div>Online inventory trackers that are offered for free have the potential to capture users' personal information and contain a lot of advertisements. Accessibility right away, wherever you are and whenever you want.</div></div><div>8.2 OFFLINE<div>Despite being active, the user will continually get updates via mail. SMS notifications for inventory inventories.</div></div></div> | Focus on J&P, tap into BE, understand RC |
| | <div>4. EMOTIONS: BEFORE / AFTER<div>EM</div><div>Before:<div><div>✓ Unable to obtain information on available supply.</div><div>✓ The inventory stock values cannot be updated.</div></div></div><div>After:<div><div>✓ Knowing the specifics of the stock as it is at the moment. Positivity, Joy, and Self-Assurance</div></div></div></div> | | | |