

IBM PROBLEM STATEMENT.

Who does the problem affect?	Common retailers who run their business with large scale or small scale stocks.
What is the issue?	It is crucial for an organization today to understand its inventory to achieve both efficient and fast operations, that too, at an affordable cost. Lack of the right inventory at the right time can mean back orders, excess inventory, etc. These drive up costs. Late delivery due to stock-outs is bound to give you a bad reputation. Inaccurate calculations of stock and price.
When does the issue occur?	Late deliveries are due to late planning. Poor tracking may lead to back orders. Overstocking of discounted products and neglecting the trends of seasonal sales may result in excess inventory.
Where is the issue coming?	Due to human error, Lack of interest and consciousness. Amount of data which is beyond the limits of human power to be calculated manually.
Why is it important that we fix the problem?	Nearly 81% of consumers experienced an “out-of-stock” situation in the past 12 months, resulting in lost sales for retailers and lots of disappointment for in-store shoppers. Globally, retailers recorded losses of a whopping \$1.75 trillion due to mismanaged inventory. Therefore considering the economic crisis of the retailers and to reduce the manpower efficiently while handling data, it is very important to have a best inventory management system for retailers.