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| Define CS, fit into CC | 1. CUSTOMER SEGMENT(S) <small>CS</small> <small>What is your customer? i.e. working parents of 3-5 y.o. kids</small> 1.It always lead to short term forecasting of the inventory. 2.It leads to overstocking and affects capital, operational costs. 3.By managing inventory, retailers meet customer demand without running out of stock or carrying excess supply. 4.Inventory management is vital for retailers because they increase profits. | 6. CUSTOMER CONSTRAINTS <small>CC</small> <small>What constraints prevent your customers from taking action or limit their choices of solutions? i.e. spending more budget on costs, network connection, available devices</small> 1.The analytical projects help in analyzing or managing inventory. 2.Once it is analyzed and the data sets are provided it will perform its work to the fullest. 3.Retailers will feel more comfortable in forecasting inventory without relying on others. | 5. AVAILABLE SOLUTIONS <small>AS</small> <small>Which solutions are available to the customers when they face the problem or need to get the job done? What have they tried in the past? What price is willing to those solutions? i.e. just use paper as an alternative to digital technology</small> 1.Even though there are more various ways and methods to manage the inventory system, this analysis is more useful. 2.Because the analysis is done on various categories. | Explore AS, differentiate |
| | 2. JOBS-TO-BE-DONE / PROBLEMS <small>JAP</small> <small>Which jobs to be done (or problems) do you address for your customers? There could be more than one, explore different sides.</small> 1.The analytics provides datasets which consist of the details about how much stock is available? 2.Whether it has to be updated is it overstocking? etc. 3.Once the data sets are provided it is easy to make a report of the inventory. 4.The short term forecasting of the inventory is made simple. | 9. PROBLEM ROOT CAUSE <small>RC</small> <small>What is the real reason that this problem exists? What is the back story behind the need to do this job? i.e. customers have to do it because of the change in regulations</small> 1.The main root cause of this stock inventory management is to maintain stock and to have a clear view in forecasting the inventory. 2.This analytical project surely reduces the percentage of unawareness of the stocks and it helps in forecasting. | 7. BEHAVIOUR <small>BE</small> <small>What does your customer do to address the problem and get the job done? i.e. directly related, find the right solar panel supplier, calculate usage and benefits, indirectly associated: customers spend free time on researching work, i.e. Unemployed</small> 1.It tries to make a record of stocks available. 2.It Helps in managing inventory. It is user friendly. | |
| Focus on JAP, fit into BE, understand RC | | | | Focus on JAP, fit into BE, understand RC |
| Define CS, fit into CC | 3. TRIGGERS <small>TR</small> <small>What triggers customers to act? i.e. seeing their neighbor installing solar panels, reading about a more efficient solution in the news.</small> 1. All retailers wants to make profits. So, they are triggered to use this type of analysis so they can make better decisions regarding stock inventory system. | 10. YOUR SOLUTION <small>SL</small> <small>What kind of solution will Customer evaluate for best? Adjust your solution to fit Customer behaviour, use Triggers, Channels & Emotions for marketing and communicate value</small> 1.By preparing various types of charts it is easy to analyse the business and we can make better business decisions. 2.The main objective is to manage the inventory system i.e there must not be any excess stock and lack of stock. | 8.1 ONLINE CHANNELS <small>CH</small> <small>What kind of services do customers take online? Extract online channels from list of Behaviour</small> OFFLINE: In offline mode it is possible to analyze the inventory system to make sure stocks don't remain excess. | Explore AS, differentiate |
| | 4. EMOTIONS: BEFORE / AFTER <small>EM</small> <small>How do customers feel when they face a problem or a job and afterwards? i.e. feel motivated + confident, or worried, use it to your communication strategy to change.</small> BEFORE: The shopkeepers with either too little nor too much stock on hand leads to working of capital costs, operational costs, and a complex operation. AFTER: Based on the inventory management analysis we can manage how much inventory is required and we can calculate the profit & losses... | 3.It can be done very efficiently and effectively. <small>If you are working on an existing business, write down your current solution first, fill in the canvas and check how much it fits reality. If you are working on a new business proposition, then keep it blank until you fill in the canvas and come up with a solution that fits entire customer situations, address a problem and motivates customer behaviour</small> | 8.2 OFFLINE CHANNELS <small>CH</small> <small>What kind of services do customers take offline? Extract offline channels from list of Behaviour and use them for customer segmentation</small> ONLINE: It can neither be used in online or either in offline too. It is a double mode operating system which is designed to be user friendly.. | |