**Project Design Phase-I** - **Solution Fit Template**

**Focus on J&P, tap into BE, understand RC**

**Project Title:** Retail Store Stock Inventory Analytics **Team ID:** PNT2022TMIDxxxxxx(Johina, Aishwarya, Dikshitha, Varsha)

**Explore AS, differentiate**

**Deﬁne CS, ﬁt into CC**

**AS**

**5. AVAILABLE SOLUTIONS**

By using your judgment and stock factoring, past sales, and other indicators such as seasonality, economic conditions, etc., you can try to predict the demand on your own. Analyzing these statistics will give you an insight into how the target market would receive the goods on a particular timeline.

limits on raw materials, machine capacity, workforce capacity, inventory investment, storage space, or the total number of orders placed.

**CC**

**6. CUSTOMER CONSTRAINTS**

**CS**

**1. CUSTOMER SEGMENT(S)**

* Attracting customers
* Retaining customers
* Keeping up with changing customer expectations
* Encouraging digital and contactless payments
* Supply chain management

**Explore AS, differentiate**

**Define CS, fit into CC**

**BE**

**7. BEHAVIOUR**

* Receive and track inventory
* Maintain storage
* Order restocks
* Process returned inventory

**RC**

**9. PROBLEM ROOT CAUSE**

* Consumers are Choosing Multichannel Buying Experiences.
* Customers Expect a Seamless Experience.
* To Attract Customer Loyalty, Retailers Need an Experience Which Stands Out.

**J&P**

**2. JOBS-TO-BE-DONE / PROBLEMS**

## Understand Retail Store Inventory Metrics

## Outline Your Purchasing & Receiving Procedures

* Log your product data
* Maintain accurate stock counts

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**M**

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| **I**  **D**  **E**  **N**  **T**  **I**  **F**  **y S**  **T**  **R**  **ONG T**  **R & EM** | **3. TRIGGERS TR**  New stock purchases are based on current stock levels and predicted demand. Retailers need to consistently monitor both sides to avoid shortages or over-ordering that leads to waste, especially when considering perishable goods. | **10. YOUR SOLUTION SL**  Small businesses often use **a stock book, or log book**, to keep track of inventory. The number of inventory items is listed in one column in the book, and sales are written in another column. This allows managers to keep track of how many items have been sold. This can also be done on computer. | 1. **CHANNELS of BEHAVIOUR CH**   The most common type of data analytics, **descriptive analytics** helps retailers organize their data to tell a story. It works by bringing in raw data from multiple sources (POS terminals, inventory systems, OMS, ERPs, etc.) to generate valuable insights into past and present performance. | **I**  **D**  **E**  **T**  **I**  **F**  **Y**  **S**  **T**  **R**  **O**  **N**  **G**  **TR**  **&**  **EM** |
| **4. EMOTIONS: BEFORE / AFTER EM**   * Collecting data about customers at all touchpoints * Running advanced analytics models on the data * Deriving actionable insights * Using the insights to engage customers better |