Problem-Solution Fit canvas

Purpose / Vision

Version:

Define CS, fit into CL

1. CUSTOMER SEGMENT(S) CS

- Customer segment , an important marketing tool
- If effective, helps enterprise improve service and increase profits
- Supply disruptions have been receiving more and more attention due to its negative effects

6. CUSTOMER LIMITATIONS EG. BUDGET, DEVICES CL

- Limits on Raw material
- Machine Capacity
- Inventory Investment
- Workforce Capacity
- Storage Space
- Total number of orders placed

5. AVAILABLE SOLUTIONS PLUSES & MINUSES AS

- Lift per store sales by 5%
- 70% time saved in store audits
- >97% accurate retail insights in real time
- Improved adherence to store compilance
- Brand and SKU level competitive

Explore AS, differentiate

Focus on PR, tap into BE, understand RC

2. PROBLEMS / PAINS + ITS FREQUENCY PR

- Inaccurate Data
- Limited inventory Visibility
- Inconsistent Tracking
- Changing Demand
- Warehouse Efficiency
- Lack of Centralized Inventory Hub
- Managing waste and Defects
- Tracking Obsolete material
- Supply Chain Complexity
- Problem Stock
- Lack of Obsolete Material
- Manual Documentation

9. PROBLEM ROOT / CAUSE RC

- Data Loss
- Network Issues
- Server collapse or Server Down

7. BEHAVIOR + ITS INTENSITY BE

- The data is secure
- Process is time efficient and completed on time
- Stocks are checked regularly

Focus on PR, tap into BE, understand RC

Identify strong TR & EM

3. TRIGGERS TO ACT TR

It helps stores and ecommerce sellers :
1)Satisfy Customers
2)Reduce Costs
3)Increase profits

4. EMOTIONS BEFORE / AFTER EM

- BEFORE Excess work and stack unavailable
- AFTER Easy to manage work

10. YOUR SOLUTION SL

- System should be accurate and easy to access information
- Process should be unique for each Buisness type
- Stay up to date with the current trends
- Should be able to cope up with supply and demands

8. CHANNELS of BEHAVIOR CH

ONLINE

- Maintaining the stock above permissible level
- Current stock calculated based on billing information
- Stock Update
- Stock Required

Extract online & offline CH of BE