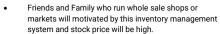| **Define CS, fit into CC**	CS	6. CUSTOMER CONSTRAINTS	CC	5. AVAILABLE SOLUTIONS	AS	**Explore AS, differentia**
	1. CUSTOMER SEGMENT(S) • Our customer is who need a product from Retailers. • Customers can be all aged peoples.	• To prevent the customers from product cost, Quality Cost and high demand on traffic to delivery the product on time. • Mainly we have certain device to access this system to order a products.		• Customers can return the product if product quality does not satisfy in product. • Customers can buy the products in our application and customer can get the tracking System.		

Focus on J&P, tap into BE, understand RC	J&P	9. PROBLEM ROOT CAUSE	RC	7. BEHAVIOUR	BE	**Focus on J&P, tap into BE, understand RC**
	2. JOBS-TO-BE-DONE / PROBLEMS • The problem is to keep all the stock inventory data because we do not any system to maintain the data. So the retailers faces issues to keep the inventory data.	• In this inventory system we are contacting to get the product from the Suppliers. • At the same time we are have low storage or bandwidth to hold the inventory data. • Retailers can buy stocks but already we have more stocks in accounts.		• To finding good suppliers at low cost of stock product. • The sales growth percentage will be visualized in this application. • Customer feedback about our product improved in this application		

3. TRIGGERS `TR`

- Friends and Family who run whole sale shops or markets will motivated by this inventory management system and stock price will be high.
- There is lack of application service.

4. EMOTIONS: BEFORE / AFTER `EM`

Before : Fearness , forgotful

After   :   Confident, Stressfree

10. YOUR SOLUTION `SL`

- Firstly we should create UI to display the stock details,and data can be stored in database .

- Afterwards ,Deploy the application in a cloud server such as purchase details, sales prediction etc…

8. CHANNELS of BEHAVIOUR `CH`

8.1 ONLINE

Customers can check the websites to understand how the inventory system works .

8.2 OFFLINE

Customers can check the stocks in inventory system regularly later intimate to the retailers.