

# Proposed Solution

**Date:** 2 November 2025

**Team ID:** 6D24F58C3BFCDC0B2754A4CE3927F280

**Project Name:** Medical Inventory Management System (Salesforce)

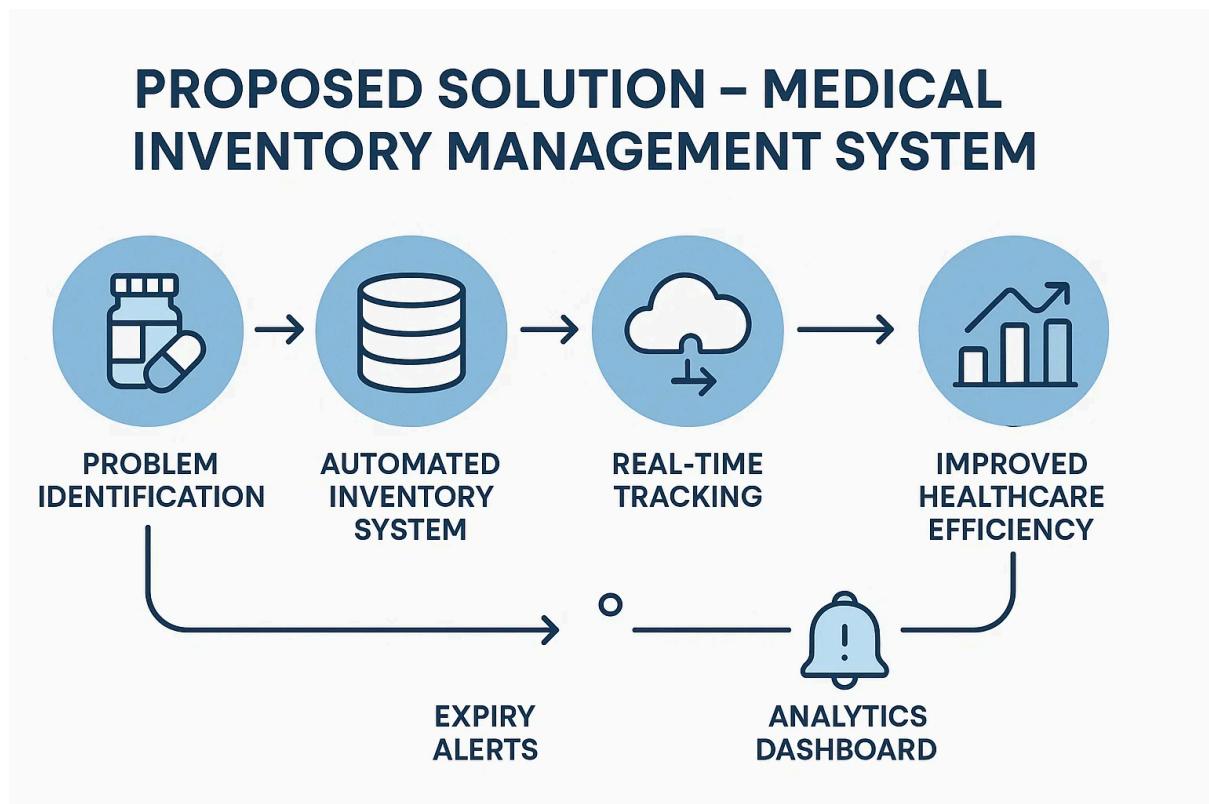
**Maximum Marks:** 2 Marks

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## Proposed Solution

S.No	Parameter	Description
1	<b>Problem Statement (Problem to be solved)</b>	Hospitals and healthcare facilities struggle with manual tracking of stock levels, product expiry, and supplier performance. This results in expired medicines being used, supply shortages, and poor data visibility across departments.
2	<b>Idea / Solution Description</b>	Develop a <b>Salesforce-based Medical Inventory Management System</b> that centralizes supplier details, automates purchase orders, tracks product batches and expiry dates, and provides real-time reports. Automated workflows and alerts will notify users before stockouts or expiries occur.
3	<b>Novelty / Uniqueness</b>	The system integrates <b>medical inventory logic with Salesforce automation tools</b> like Flow Builder, Validation Rules, and Lightning Dashboards — eliminating the need for third-party software. It ensures accuracy and compliance in a healthcare-specific environment while maintaining scalability and user-friendliness.
4	<b>Social Impact / Customer Satisfaction</b>	Improves patient safety by preventing the use of expired products. Enhances operational efficiency, reduces manual workload, and ensures that medical teams always have the required supplies on time. Builds trust in healthcare processes through transparency and accountability.
5	<b>Business Model (Revenue Model)</b>	While primarily designed for operational improvement, the system can evolve into a <b>subscription-based SaaS model</b> for hospitals, clinics, and pharmacies. It reduces costs associated with waste, improves procurement planning, and enhances data-driven decision-making.

<b>6 Scalability of the Solution</b>	<p>The solution can be extended to manage multiple locations, integrate with ERP systems, and support predictive analytics for <b>AI-based demand forecasting</b>. Future upgrades could include <b>integration with billing, insurance, and logistics</b> systems to form a complete healthcare operations suite.</p>
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## Solution Description

To address inefficiencies in medical inventory management, the team proposes a **Salesforce-based automated system** that ensures real-time visibility, accountability, and compliance.

The solution uses **custom Salesforce objects** for Suppliers, Products, Purchase Orders, and Expiry Alerts. Automated flows check for expiring products and send alerts before expiry dates. Purchase orders are auto-generated when stock levels drop below threshold limits. Dashboards provide analytics on supplier performance, purchase trends, and stock movement.

This approach leverages **native Salesforce capabilities** — no external integrations or plugins are required — making it efficient, scalable, and easy to maintain. By automating repetitive tasks and ensuring transparency, the system significantly reduces errors, minimizes waste, and guarantees product availability for continuous medical operations.

