

# **Ideation Phase**

## **Define the problem statement**

### **Problem Statement:**

Medical Inventory Management System.

### **Objective:**

To define the key problem faced by medical organizations in tracking and managing their inventory efficiently, and to justify the need for an automated Salesforce-based solution.

### **Current Challenges:**

- Manual entry of supplier and purchase order data.
- Delays in identifying low stock or expired medicines.
- No centralized dashboard for real-time updates.
- High chances of data inconsistency and human error.
- Difficulty in generating performance or purchase reports.

### **Core Problem Statement:**

“The lack of an automated, centralized system for managing medical inventory leads to data inaccuracies, inefficiency, and increased operational costs in healthcare facilities.

### **Project Goal:**

To design and implement a Salesforce Medical Inventory Management System that:

- Automates supplier, product, and purchase tracking.
- Generates expiry and stock alerts.

- Provides visual dashboards for data insights.
- Enhances data accuracy and operational efficiency.

## Expected Outcome:

A reliable, real-time, and automated Salesforce platform that minimizes errors, improves visibility, and ensures smooth medical inventory operations.

## Root Cause Analysis:

Cause	Effects
Manual data recording Lack of reports.	High error rate Poor decision-making.
No expiry alerts.	Usage of expired products.
Inefficient supplier coordination.	Delay in order fulfillment.

