Project Title:

**E-Commerce & Inventory Tracking**

Problem statement:

An online store struggles to track customer orders and manage stock availability. They need a Salesforce solution that integrates with e-commerce platforms, manages customer orders, updates inventory automatically, and provides reports on best-selling products.

Implementation:

**Phase 1: Problem Understanding & Industry Analysis**

* **Requirement Gathering:**
* Track products, orders, customers, and inventory levels.
* Automate stock reduction & low-stock alert.
* Provide dashboards for sales & inventory insights.
* **Stakeholder Analysis:**
* Customers (place orders).
* Sales Team (manage orders).
* Inventory Manager (track stock).
* **Business Process Mapping:**
* Customer selects product → Order created → Inventory auto-updates → Confirmation sent → Reports generated.
* **Industry Use Case:**
* Similar to Amazon/Flipkart stock tracking.
* **AppExchange Exploration:**
* Look for prebuilt inventory/order management apps as references.