



### **1. What type of shop/business do you run?**

I run an electronics and tech accessories eCommerce store, mainly focused on products like AirPods, headphones, smartwatches, and related gadgets.

### **2. How many products/items do you usually keep in stock?**

On average, I keep around 500–1000 products in stock, depending on demand and supplier availability.

### **3. How many employees manage your inventory?**

Right now, it's just me who manages the inventory.

### **4. How do you currently track your inventory?**

I track inventory using Excel sheets, Shopify data, and quickbooks.

### **5. How often do you update stock records?**

I update records whenever there's a purchase of new inventory.

### **6. How do you record sales and purchases right now?**

Sales are recorded automatically through Shopify, while purchases from suppliers I record in Excel and quickbooks.

### **7. How do you know when stock is running low?**

I rely on manual checks for this.

**8. What problems do you face with your current inventory system?**

- Stockouts during high demand periods.
- Manual errors when updating Excel.
- It's also hard to get quick reports like profit/loss.

**9. How much time do you spend on stock management daily/weekly?**

I spend around 30 minutes daily or 3–4 hours weekly managing stock.

**10. Have you ever lost sales due to inventory issues?**

Not yet.

**11. Do you face difficulty in tracking product expiry dates or batches?**

Nope.

**12. Do you find managing your khata (suppliers and customers)?**

**13. What features would you like in an inventory system?**

- Low stock alerts
- Reports (sales, profit/loss, stock valuation)
- Supplier & purchase management

**14. Would you like the system to be offline, online (cloud-based), or both?**

I prefer an online system, so I can access it anywhere.

**15. Are you currently paying for any software/service?**

Yes, I am paying for quickbooks.

**16. What budget range would you be comfortable with for an inventory system?**

I'd be comfortable with around PKR 1,000 – 5,000 monthly.

**17. Do you prefer a one-time purchase or a monthly subscription?**

I'd prefer a monthly subscription, since it's easier to manage cashflow.

**18. Do you or your staff feel comfortable using mobile apps or computers for inventory?**

Yes, I'm comfortable with both mobile apps but more with computers for managing my finances.

**19. What type of reports would help you in decision-making?**

- Sales trends
- Top-selling products
- Slow-moving products
- Profit/loss reports
- Stock valuation

**20. How often would you like to receive reports?**

I'd prefer tri-weekly and monthly reports.

**21. Are you planning to expand your business in the future?**

Yes, I plan to.