

INVENTORY MANAGEMENT SURVEY REPORT

Store Name: Almas Mart

Interviewer: Mhummad Ahmed

Business Type: General Store / Mini-Mart

Location of Survey: Bahadrabad, Karachi – Pakistan

Meeting Duration: 6:00 pm – 6:20 pm

Survey Conducted By: Syed Sarim Hassan Naqvi

PURPOSE OF THE SURVEY

To study how Almas Mart currently manages its inventory, identify the difficulties faced, and explore practical ways to make stock control easier and more reliable—while respecting the owner’s preference to stay completely offline.

BUSINESS OVERVIEW

Almas Mart is a privately run grocery and convenience shop that sells packaged foods, beverages, confectionery, and household essentials. It serves local residents and nearby offices with steady daily sales and frequent restocking from multiple suppliers. All operations are managed without any internet-based or cloud systems.

KEY FINDINGS

1. **Business Nature:** Retail general store (grocery and snacks)
2. **Range of Stock:** Snacks, drinks, packaged foods, household items
3. **People Handling Inventory:** Owner with help from 1–2 assistants
4. **Current Tracking Method:** Manual counting and visual checks
5. **Frequency of Stock Updates:** Daily, especially in the evening
6. **Recording of Sales & Purchases:** Cash register and handwritten notes
7. **Identifying Low Stock:** By observation and customer feedback
8. **Current Challenges:**
 - Fast-moving items run out quickly during busy hours

- Manual checks can lead to missed or delayed reorders
- No detailed reports to track slow-moving items or profit

9. Time Spent Managing Stock: Daily

10. Lost Sales Due to Inventory Gaps: Yes, especially for popular snacks and soft drinks

11. Expiry/Best-Before Monitoring: Informal; relies on seller awareness

12. Customer Credit (Khata) Records: Kept manually in a notebook

13. Desired Features in a New System:

- Automatic low-stock alerts (offline)
- Expiry/best-before date reminders
- Profit/loss and stock valuation reports
- Supplier and purchase management
- Digital or printed Khata within an offline system

14. Preferred System Type: Offline only – the owner specifically declined any internet or cloud-based solution

15. Estimated Budget: PKR 50,000 – 85,000

16. Preferred Payment Plan: Monthly installments

17. Comfort with Technology: Prefers a simple, offline desktop or mobile solution

18. Reports Required: Stock and profit/loss

19. Frequency of Reports: Daily or weekly

20. Plans for Growth: Yes – intends to expand product range

CHALLENGES & OPPORTUNITIES

- Stock shortages during peak times result in lost sales.
- Manual expiry checks are time-consuming and prone to oversight.
- Paper Khata records can be misplaced or misread.

- Limited reporting makes it hard to plan restocking or measure profitability.

Opportunity: This software can provide automatic stock level tracking, prices of product, profit and loss, and digital Khata management. Data can remain entirely on the shop's own computer or local network.

OWNER'S TOP PRIORITIES

- Real-time low-stock alerts without internet
- Automatic expiry/best-before tracking
- Daily sales and profit/loss reporting
- Supplier and purchase management
- Offline digital Khata option

RECOMMENDATION

Almas Mart should adopt an **inventory management system**—for example, a desktop-based POS or a mobile app that works entirely without internet access. Such a system should include low-stock alerts, expiry tracking, and an offline digital Khata module. Regular local backups (such as USB or external drive) are advised to protect data without relying on online storage.

CONCLUSION

Almas Mart runs a busy neighborhood shop but faces challenges in monitoring stock levels, preventing stockouts, and maintaining manual Khata records. The owner prefers not to use any online system because his workers are not skilled to use inventory system. By installing an **inventory management system, locally stored inventory solution**, the shop can improve accuracy, reduce daily effort, and still maintain full control of its data while remaining completely offline.

PICTURE:

