Retalix
InSync

IBM

Business Challenge

The food retail and distribution industry has enormous technological and operational challenges today. Margins are being squeezed with fierce competition. Customer expectations continue to rise. Suppliers are demanding more real time access to information to meet their demands. These companies are burdened by older, homegrown point solutions. All the while, they continue to look for areas to improve efficiencies, increase customer experience, and tighten the supply chain.

Solution Description

Retalix provides an enterprise-scale set of solutions for the entire supply chain for the food, distribution, and food service industries. The distinct physical areas in which these solutions run are the warehouse, supply chain, headquarters, and store. The solutions that are pertinent to all of these points are Retalix InSync Master Data Management to achieve one version of the truth in regards to data, Retalix InSync Demand AnalytX for forecasting and replenishment, and Retalix InSync Analyzer for business intelligence.

Value Proposition

Retalix InSync provides food retailers and distributors with superior, industry-specific technology that matches their business needs while avoiding costly and distracting integration projects. The Retalix InSync solutions work independently, in concert with one another or tightly integrated with other Retalix solutions, providing customers the opportunity to consolidate technology vendors and reduce dependencies. With this simplified and streamlined approach, customers can replace older, internally developed solutions, eliminating the high cost of maintenance and ongoing development. With Retalix InSync, food retailers and distributors can monitor the true cost of doing business. They can accurately view costs attributed to suppliers, internal operations, and store and customer management, and improve their management of costs related to product, storage, transportation, labor and customer service.

Company Description

Retalix is an independent provider of enterprise-wide software solutions to retailers and distributors. With more than 42 000 sites installed across 51 countries, Retalix solutions serve the needs of grocery chains, convenience and fuel retailers, food and consumer-goods distributors and independent grocers. The Company offers a full portfolio of software applications that automate and synchronize essential retailing, distribution and supply chain operations, encompassing stores, headquarters and warehouses. Retalix develops and supports its software through more than 1500 employees in locations throughout the world. Internationally based in Ra'anana, Israel, Retalix has its American headquarters in Dallas, Texas.

IBM Segment

- Data Management

Business Function

- Business Process Management

Target Industry

- Retail

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