

Financials and EDI Implementation for a Grocery Retailer

A \$3+ billion grocery retailer with more than 300 stores continued to work with Clarkston in the next phase of its roadmap.

The client had already successfully established a strong foundation for data management and governance, deployed a new custom vendor portal for new product and deal entry, and deployed a custom store portal for store users to manage their master data and pricing,

Clarkston helped them conquer the next big challenge - implementing financials, procurement, and Electronic Data Interchange (EDI) across their entire vendor community, taking another huge step toward having the processes, systems, and people to support their mission of serving their member stores.

Retail Case Study

PROJECT OVERVIEW

INDUSTRY:



Retail

PRODUCT AND SERVICES:



Grocery Retail, Grocery
Retail Co-op

PRIMARY OBJECTIVES:

- Implement EDI across population of central-billed vendors
- Realize the benefits of improved data governance and standardized invoice and credit processing across all vendors, including increased visibility into pricing, discounts, charges, and allowances

RESOLUTION:

- Implemented EDI, partnering with SPS Commerce, replacing older, homegrown EDI solution
- While client sources a large percentage of business from one distributor, they also ‘centrally bill’ over 150 other vendors; ALL vendors went live with a new EDI system at the same time
- Implemented SAP procurement for services and supplies

KEY BENEFITS:

- By standardizing how invoices, non-product charges, credits, and allowances are processed, it revealed data issues and inconsistencies in vendor systems; a vendor’s business analyst commented that “the reconciliation exercise has been valuable to unearth errors in how vendors were interacting with [us].” (SAP is making them all better!)
- Managing procurement of services and supplies using SAP, utilizing standard release and approval functionality, provides structure and discipline to their procurement processes
- This phase gets the client closer to the elimination of legacy systems for financials, EDI, reporting, and purchasing



155k

155K+ invoices and credits inbound in the first month

150+

150+ vendors onboarded to EDI and SAP financials

100+

100+ indirect purchase orders processed per month

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