

# Renzi Foodservice

A case study from **mrc**

Renzi Foodservice extends their ERP with custom budgeting, reporting, and mobile apps

## The Basics

Renzi Foodservice is a Foodservice Distributor servicing areas throughout the Northeast. Established in 1977, they are one of the largest family-owned & operated Broad-line Foodservice Distributors in the Central New York region.

## The Challenge

Renzi runs their business on a Retalix ERP system--a system designed for the foodservices industry, But, in addition to their ERP system, they also relied on a handful of other software packages--not all of which communicated with each other (or their ERP). As a result, Renzi faced a few challenges:

- 1. They had difficulty tracking “True Profit”:** With data points residing in different systems, tracking all costs and profits associated with each product was a difficult task.
- 2. Their reporting process wasted time:** Their reporting process required that they pull data from different systems and format/manipulate the data in Excel.
- 3. Budgeting was a month-long process:** Renzi’s current BI software didn’t allow write-backs to the database--meaning they couldn’t create budgets through their system.
- 4. They had no mobile access to their data:** Mobility wasn’t a built-in feature with their ERP system. The mobile module would cost them \$75,000.

## The Solution

Due to the cost (\$250,000) and effort associated with an ERP upgrade, Renzi’s ownership decided to explore other options. They asked Paul Millard, Renzi’s IT Manager, to find a solution that would get more life out of their existing ERP system.

Millard soon discovered m-Power, the development platform created by mrc. After taking m-Power for a Test Drive, he soon realized that it met every requirement. With m-Power, Renzi could:

- Streamline reporting
- Deliver custom budgeting
- Provide mobile access to their ERP data
- Deliver real-time data in a single location
- Extend the life of their ERP system

*“We chose m-Power for its flexible Business Intelligence capabilities, but also realized that it offers a far more extensible platform as compared with other more specialized BI tools. With m-Power, we’ve consolidated our data into a secure web portal where each department can easily access the data and reports they require in seconds. We have utilized m-Power to extend capabilities of our existing Retalix ERP database—avoiding modification costs and giving us more bang for the buck.”*

## The Value

In just a few months (with two employees, working part-time on the projects), they delivered a wide range of solutions with m-Power. Most notably, Renzi:

**Automated their budgeting process**  
They transformed budgeting from a month-long project into on-demand applications.

**Delivered “True Profit Analysis”**  
Because m-Power lets Renzi connect data from many systems, they now have a complete view of their financial data.

**Streamlined reporting, saving 8 hours every week**  
Users no longer request reports from the IT department. They log in to the employee portal and access the reports and budgets they need.

**Provided mobile ERP data access, avoiding the \$75,000 module fee**  
Users now access real-time data and analytics straight from their ERP, using any mobile device.

**Extended the life of their ERP system, delaying a \$250,000 upgrade**  
Renzi breathed new life into their existing ERP system—allowing them to delay an expensive ERP upgrade.

