Renzi Foodservice

A case study from



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.

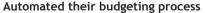
Millard soon discovered m-Power, the development platform created by mrc. After taking m-Power for a Test Drive, he soon realized that it met every requirement. With m-Power, Renzi could:

- 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:



They transformed budgeting from a monthlong project into on-demand applications.

P Operations P Operations P Durchasing P Sales P Sales

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.