



PIMS DISTRIBUTOR TESTIMONIALS

PROFIT IMPROVEMENT MANAGEMENT SYSTEMS

PIMS + INSIGHT—KNOW WHERE YOU MAKE AND LOSE PROFITS

“Here is an example of the several specific successes that we have had using PIMS and Insight to improve our true profitability. We used PIMS to identify multiple bacon suppliers and the various bacon skus that we stock. We looked at the true profitability of each supplier using the KPI by Supplier report and the true profitability of each item using the KPI by Product Sub-Category report.

We were surprised to find that our largest supplier was NOT the most profitable on most of the bacon skus. We drilled down to our customer base using Insight to identify product usage as well as backside marketing dollars. We met with our top supplier in the category and shared all of the data. We offered to consolidate two of the competing suppliers’ products into their products if we could reach an agreement.

In the end, we were able to increase our backside monies on the entire pork line- not just the bacon-which significantly added to the profitability of the total category. We also negotiated better pricing formula on bacon and we eliminated two suppliers and 5 slots. The important thing to me is that, had we not used the Insight tool to discover this data, we would have assumed that our largest supplier was our most profitable in that category.”

Rocky Reinhart, Vice President of Purchasing

FoodPro PIMS Case Study

A POWERFUL TOOL IN CAPTURING EARNED PROFITS

“Amazing, another software program that does what it is supposed to”...we were able to bill back \$50K the last week of December. Had we not invested in PIMS, we would have never found the \$50k. 2011 promises to be far more profitable with PIMS! My thanks to you for creating such a powerful tool we all can use with a quantifiable and rapid ROI!”

Jacque A. Ponx, VP Finance & Administration

Andrews Foodservice Systems

AN ENTIRE MANAGEMENT TEAM TOOL

“I have never seen a system or a product in the foodservice industry that allows our entire management staff to analyze our data the way PIMS allows us to do. Now, in our management meeting, Purchasing, Sales, Marketing, and Finance all get along because when you’re looking at true profit, by category, by vendor, by sales person, by customer and by item...there is no more disagreements about anything!”

Rick Climber, Vice President – Marketing

Tankersley Foodservice

IMPROVE TRUE PROFIT CONTRIBUTION

“PIMS is a very impressive system. It is easy to drill down into data that delivers the ability to look at customers at the SKU level and set actions and directions in place that improve “true profit” contribution. Simply put, it is a insight tool on real profit contribution by vendor by category.”

Tom Evans, Chief Financial Officer

FoodPro