Vintners Distributors
A PDI Case Study

Overview

HQ: Fremont, CA since 1978
Industry: Jobber and Convenience Retail
Size: 20+ Trucks; 120+ Locations
Solution: PDI Enterprise

Business Challenge

• Lacked reporting capabilities in previous software system, which left it difficult to examine long-term trend data
• Experienced issues with accuracy and consistency of their data
• Controlled all information at the site, not at the home office
• Reporting limitations made it challenging to pinpoint out-of-stocks, overstocks, or vendor cost discrepancies

Saved
$400,000+ a year
Successfully reduced shrink and improved ordering efficiency.

Customer Results

Centralized control of site-level pricing and vendor costs

Improved productivity and accuracy of store-level merchandising

Kept in-demand products shelved due to proper inventory management

Detailed reporting capabilities provided long-term trend observations

"With PDI, the results are tangible. Having them in our corner makes everything easier."

Raman Goyal, Vice President, Vintners Distributors