

# COLONIAL GROCERS SELECTS VAI S2K FOR FOOD SOFTWARE

S2K for Food and Analytics to Improve Forecasting and Business Operations for  
Leading Independent Grocery Wholesaler

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VAI (Vormittag Associates, Inc.), a leading provider of ERP software, announced that Colonial Grocers has selected its S2K for Food software to improve inventory management processes, increase productivity and gain valuable insights from its customer and product data. Located in Tampa, Fla., Colonial Grocers is one of the largest independent wholesale grocery, tobacco, candy and beverage distributors serving more than 3,000 convenience stores and gas stations in the state.

As part of its mission to meeting the exact needs of customers while strengthening its own business, Colonial Grocers sought a food solution to automate and integrate its core business functions. With the help of MCS Business Technologies, Inc., an independent, employee-owned organization dedicated to offering quality enterprise business

solutions, Colonial Grocers selected VAI S2K for Food.

“Customers worldwide rely on Colonial Grocers for their distribution and wholesale needs, so it is critical that we have a food system that streamlines business processes while improving productivity. After evaluating several solutions, VAI’s S2K for Food Software was the best fit,” said Yasin Saad, president, Colonial Grocers. “VAI’s analytics capabilities will provide us with the visibility and insight we need to improve planning and forecasting, and enable us to make better business decisions.”

VAI’s S2K software integrates seamlessly with the myriad technology services with which Colonial Grocers works, including payroll, shipping, credit card processing, direct store delivery, and forms and labels—a key factor

in Colonial Grocers’ decision for selecting VAI. In addition, S2K for Food improves visibility of inventory across all of Colonial Grocers’ three companies (Payless on the Go, Payless Cash & Carry Club, Colonial Grocers Distribution Services) and fills rates on all orders delivered.

“The ability to glean insights from your data in a quick and efficient manner is critical as organizations look to improve quality and accuracy in forecasting,” said Mike Blair, director of sales, MCS Business Technologies. “VAI’s S2K Software enables food distributors like Colonial Grocers to maximize the value and insights of their data while improving overall business processes.”

With VAI’s BI analytics module, Colonial Grocers will gain more visibility into its products and company data. S2K Analytics will



provide Colonial Grocers with dynamic dashboards and reports to help the company obtain more value from its enterprise data, such as the ability to collect insight into which product discount is yielding positive results and details into how the company's warehouse management system is performing.

These tools will allow for improved service levels, insight into revenue, and provide Colonial Grocers with valuable, real-time feedback.

"With the amount of customer and product data made available to organizations increasing by the day, having an integrated

ERP solution becomes even more critical," said Tony Milano, eastern region territory manager of VAI. "VAI S2K for Food Software will allow Colonial Grocers to streamline inventory management processes while reducing costs, saving time and improving planning and forecasting."

