



C&S Wholesale Grocers  
Keene, New Hampshire  
www.cswg.com

#### Industry:

Retail

#### Annual Revenue:

US\$19 billion

#### Employees:

20,000

#### Oracle Products & Services:

Oracle Financials  
Oracle Human Resources  
Oracle Projects  
Oracle Property Manager  
Oracle Governance, Risk, and Compliance Applications Suite  
Oracle Purchasing  
Oracle Trade Management  
Oracle Order Management  
Oracle Inventory Management

**“The Oracle Insight team was able to assist our organization in identifying key inefficiencies in our processes and the potential return on investment (ROI) by leveraging Oracle functionality. Oracle Insight was able to accomplish this under a demanding timeline covering diverse topic areas”** – Mark McStravick, Director of Financial Systems and Applications

## C&S Migrates to a Common Scalable Platform, Driving Efficiency and Reliability While Improving Controls

Privately owned, C&S Wholesale Grocers of Keene, N.H. is the second-largest food wholesaler in the United States. The company distributes food to supermarkets, retail stores, and military bases across the country. C&S serves about 4,600 stores from more than 50 locations in 11 states. Among its customers are many of America's best known companies, including Stop & Shop, Giant of Carlisle, Giant of Landover, Great Atlantic & Pacific Tea Co. (A&P), Ralphs, Safeway, and Target.

### Challenges

- Control user access to critical data and monitor financial processes without manual intervention
- Maintain data continuity across multiple systems
- Eliminate requisite manual coding in maintaining critical mainframe systems
- Increase employee productivity across the organization to execute operations more efficiently
- Support the collection and analysis of data required for decision making
- Simplify and rationalize the information technology landscape
- Articulate and quantify a business case to support additional information technology investment

### Oracle Insight Accomplishments & Benefits

- Reviewed the objectives and strategies of the finance; payroll; trade management; and, governance, risk, and compliance (GRC) processes
- Assessed process challenges and identified and prioritized capabilities required to address the challenges
- Identified interrelated functional dependencies and opportunities for process and technology improvements
- Crafted a phased technology solution roadmap that is fully supported by C&S Wholesale Grocers' business and information technology stakeholders
- Developed a compelling business case to communicate the value of continuing investment in the implementation of finance, payroll, trade management, and GRC solutions