



1SYNC, Lawrenceville, NJ; www.1sync.org
 Year founded: 2005; Number of employees: 250; Number of food customers: NA.
 Solution names: 1SYNC Item Management Solution; 1SYNC Price and Promotion Solution; PCATS Gateway Solution; 1SYNC Brand Identity Solution.
 Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors.
 Key problems solved: Reduces out-of-stock volume; reduces new item set-up times; decreases item-maintenance time; reduces invoiced discrepancies; higher customer satisfaction.

ABF Freight System Inc., Fort Smith, AR; www.abf.com
 Year founded: 1923; Number of employees: 12,000; Number of food customers: 100+
 Solution names: Shipment Director; Returns Center; Business Trend Analysis; OptiPool; Merge-In-Transit; Supply Chain Services; Reverse Logistics.
 Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.
 Key problems solved: ABF is consistently recognized for best-in-class performance in productivity, safety and security, loss and damage prevention, yield discipline and electronic and market innovation.

AFS Technologies Inc., Phoenix; www.afsi.com
 Year founded: 1985; Number of employees: 150+; Number of food customers: 750+
 Solution names: AFS Enterprise Resource Planning; Priya Warehouse Management; AFS Order Management System; AFS Driver Delivery System; Discovery Business Intelligence; Compass Forecasting; Promo Assist Trade Promotion Management; Profile Product Database.

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.
 Key problems solved: All AFS solutions are designed to help our food and beverage customers optimize effectiveness, efficiency and profits.

Agentrics, Chicago, www.agentrics.com
 Year founded: 2005; Number of employees: 150; Number of food customers: 60
 Solution names: Agentrics GenNovation; Agentrics GenSource; SA2Worldsync (global data synchronization joint-venture).
 Markets served: Manufacturers; supermarket retailers; convenience store distributors; foodservice distributors.
 Key problems solved: Agentrics provides a full end-to-end solution for companies looking to improve management of their product development and launching process, sourcing plan for optimal savings, master item data and collaborative forecasting.
 *Other solutions/services: eSourcing and supplier discovery services; PLM for private label goods development.

Aldata Solution Inc., Atlanta; www.aldata-solution.com/us
 Year founded: 1986; Number of employees: 543; Number of food customers: 310 in 53 countries
 Solution names: Aldata G.O.L.D. This retail suite includes modules for merchandising, sales, replenishment, logistics and store operations.
 Markets served: Supermarket retailers; grocery wholesalers; convenience store distributors.
 Key problems solved: Integrated demand and replenishment optimization; store execution; WMS and inventory optimization; item and price management; merchandise management and optimization; supply chain

visibility; supplier management; business management and support; retail intelligence and analytics.

ALK Technologies, Princeton, NJ; www.alk.com
 Year founded: 1979; Number of employees: 200; Number of food customers: N/A
 Solution names: PC*MILER; PC*MILER/Streets; PC*MILER/HazMat; PC*MILER/Worldwide; PC*MILER/FuelTax.
 Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.
 Key problems solved: PC*MILER is the industry-standard routing mileage and mapping software. It allows users to guide drivers to delivery locations, verify routes for rating and reporting, get time and cost estimates, streamline the freight payment and audit process, and import location to customize the database.

Aquitec Inc. (a member of USC Group), Bagshot, U.K.; www.aquitecintl.com
 Year founded: 1970; Number of employees: N/A; Number of food customers: 20
 Solution names: SCM Warehouse; SCM Billing; SCM Procurement; SCM/400 WMS; Store Order; Labor Purchasing Management
 Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.
 Key problems solved: Supply chain costs; supply chain visibility; labor costs; inventory accuracy; service levels; productivity.

ArrowStream Inc., Chicago; www.arrowstream.com
 Year founded: 2000; Number of employees: 80; Number of food customers: 15+
 Solution names: ArrowStream OnDemand.
 Markets served: Manufacturers; supermarket retailers;

IBM Corp., Armonk, NY; www.ibm.com
Year founded: 1896; Number of employees: 380,000+; Number of food customers: N/A
Solution names: Many, including hardware, software and business partners
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.
Key problems solved: Grow revenue, cut costs, create a more sustainable supply chain, enhance corporate social responsibility, grow customer loyalty and drive innovation.

I.D. Systems Inc., Hackensack, NJ; www.id-systems.com
Year founded: 1993; Number of employees: 108; Number of food customers: 7
Solution names: Wireless Asset Net wireless control, tracking and management of material handling vehicles and the people who operate them.
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.
Key problems solved: Increased productivity and vehicle utilization; decreased capital and operating costs; improved safety practices and regulatory compliance; reduced damage caused by industrial trucks.

Infor, Alpharetta, GA; www.infor.com
Year founded: 2002; Number of employees: 9,000; Number of food customers: 1,200
Solution names: Infor PLM Optiva; Infor ERP Adage; Infor ERP LX; Infor SCM Advanced Scheduling; Infor SCM Advanced Planning; Infor SCM Demand Planning; Infor EAM Be
Markets served: Manufacturers; supermarket retailers; foodservice distributors.
Key problems solved: S&OP to improve product and customer profitability; inventory optimization to meet SLA with less inventory; lowest total delivered cost optimization; carbon footprint optimization; optimized plant scheduling; minimize total cost of service with promotions; lowest total cost of quality with lot track/trace and actual costing.
*Other solutions/services: Product Lifecycle Management.

INSIGHT Inc., Manassas, VA; www.insight-mss.com
Year founded: 1978; Number of employees: 30; Number of food customers: 32
Solution names: Sails 21.
Markets served: Manufacturers; foodservice distributors; third-party logistics providers.
Key problems solved: Supply chain network design; AC audits; SC security; greening of the supply chain; planning and scheduling; site selection; mergers and acquisitions.
*Other solutions/services: Advanced planning and scheduling.

Infratab Inc., Oxnard, CA; www.infratab.com
Year founded: 2003; Number of employees: 15; Number of food customers: 5
Solution names: Infratab Freshtime EPC RFID Gen 2 Labels and Tags
Markets served: Manufacturers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.
Key problems solved: Provide a true indication on a 100-point scale of the status of a products' abuse due to temperature over time—this is a real-time condition status along with the EPC RFID number; provide a unique transfer from the pallet to the individual sub-pallet of any number of cases or items for a mixed lot with new labels that continue the monitoring.

Interlink Technologies, Perrysburg, OH; www.thinkinterlink.com
Year founded: 1986; Number of employees: NA; Number of food customers: NA
Solution names: WHSe-LINK
Markets served: Manufacturers; grocery wholesalers; foodservice distributors; third-party logistics providers.
Key problems solved: Real-time inventory accuracy; recalls and audits managed easily; manage and track lot/batch/serial; manage expiration dates and environmental controls; capture catch weight; eliminate shipping errors; multiple receiving methods; directed putaway; multiple pick methods; reduced cycle time; system security; productivity tools; inquiries and reports; short learning curve; integration with other business systems.

iTradeNetwork (ITN), Pleasanton, CA; www.itradenetwork.com
Year founded: 1999; Number of employees: 275; Number of food customers: 5,500+
Solution names: On-demand supply chain management and intelligence solutions for the food industry including: Procurement; Contract Management; Transportation and Logistics; Data Synchronization and Enrichment; Sales Insight; Spend Management; Quality Management.
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.
Key problems solved: iTradeNetwork's solutions enable all supply chain players—distributors, manufacturers, operators and retailers—to operate their businesses more profitably and efficiently.

JDA Software Group Inc., Scottsdale, AZ; www.jda.com
Year founded: 1985; Number of employees: 1,700+; Number of food customers: 1,500
Solution names: JDA Space & Category Management Solutions; JDA Price & Promotion Management Solutions; JDA Demand; JDA Allocation & Replenishment Solutions; JDA Supply & Manufacturing Management Solutions; JDA Collaboration Solutions; JDA Transportation & Logistics Management Solutions; JDA Store Systems Solutions; JDA Merchandise Operations Solutions
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.
Key problems solved: Customer relationship management; data synchronization; demand management; inventory control; load planning; mobile technology; reverse logistics; routing and scheduling; supply chain management; 3PL; transportation management; warehouse management.

John Galt Solutions Inc., Chicago; www.johngalt.com
Year founded: 1996; Number of employees: 35; Number of food customers: 250+
Solution names: ForecastX Wizard; Atlas Planning Suite; Consumer Centric Planning.
Markets served: Manufacturers.
Key problems solved: Produce accurate and timely demand forecasts, collect input from collaborative partners, produce inventory plans.

Kelron Logistics, Mississauga, Ontario, Canada; www.kelron.com
Year founded: 1992; Number of employees: NA; Number of food customers: NA
Solution names: Freight Management, Transportation; Warehousing/Distribution
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors.
Key problems solved: Inventory control; load planning; reverse logistics; routing/scheduling; supply chain management; third-party logistics; trade compliance; transportation management; warehouse management; yard management.

LANSA Inc., Downers Grove, IL; www.lansa.com
Year founded: 1987; Number of employees: 225; Number of food customers: 330
Solution names: LANSa Data Sync Direct
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors.
Key problems solved: LANSa Data Sync Direct provides a complete end-to-end solution for manufacturers and suppliers who need to be compliant with the Global Data Synchronization (GDS) initiative. The solution's primary objective is to provide easy-to-use management of a few (or thousands) of Global Trading Item Numbers (GTINs). LANSa Data Sync Direct allows suppliers, distributors and manufacturers to access and update Item information stored in their existing ERP system and securely send it to a certified data pool of their choice. LANSa Data Sync Direct can

be integrated with over 20 of the most popular ERP solutions using a simple mapping module concept. No additional software or outsourcing services are required. LANSa Data Sync Direct is installed on the enterprise's production server or can be delivered as an appliance bundled with a Windows or Linux server. A hosted version is also available on a subscription basis.

Lawson Software, St. Paul, MN; www.lawson.com
Year founded: 1975; Number of employees: 4,200; Number of food customers: 400
Solution names: Analytics for Food and Beverage; Planning Workbench for Food and Beverage; Lawson Stock Build Optimizer for Food and Beverage; Business Intelligence; Trace Engine;

Supply Chain Management; Manufacturing Operations; Financial Management; Sales and Marketing Automation; Human Capital Management; Enterprise Asset Management.
Markets served: Manufacturers; foodservice distributors.
Key problems solved: Traceability; livestock management; supply chain management; forecasting and planning; plant maintenance; performance management; customer sales and service; manufacturing operations.

LeanLogistics, Holland, MI; www.leanlogistics.com
Year founded: 1999; Number of employees: 75; Number of food customers: 20
Solution names: LeanLogistics On-Demand TMS; LeanLogistics WebSettle; LeanLogistics Supplier Inbound Management; LeanLogistics Private Transportation Marketplace
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; foodservice distributors; third-party logistics providers.
Key problems solved: On-Demand TMS provides complete daily planning, execution and settlement functions in addition to the periodic strategic procurement functions. It also provides unique functions that can only be delivered through a network: supplier inbound management, appointment scheduling, benchmarking and network-wide reporting, a private transportation marketplace to obtain capacity and lower costs and total supply chain visibility.

Logility Inc., Atlanta; www.logility.com
Year founded: 1996; Number of employees: 141; Number of food customers: 28 percent of customer base
Solution names: Logility Voyager Solutions
Markets served: Manufacturers; grocery wholesalers; foodservice distributors.
Key problems solved: Eliminate supply chain problems caused by limited visibility, errors, incomplete data and delayed communications; optimize production in multiple plants by managing capacity constraints, changeovers, shelf-life limitations, safety requirements and more; plan and manage promotions by modeling multiple demand factors; streamline sales and operations planning; satisfy retailer requirements such as Vendor Managed Inventory (VMI); lower transportation costs and increase movement efficiencies.

Lucas Systems Inc., Pittsburgh; www.lucasware.com
Year founded: 1998; Number of employees: 50; Number of food customers: 18
Solution names: Jennifer
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.
Key problems solved: Jennifer improves order selection accuracy and productivity by creating a hands- and eyes-free selection process using voice technology running on industry-standard mobile RF terminals.

Manhattan Associates Inc., Atlanta; www.manh.com
Year founded: 1992; Number of employees: 2,200; Number of food customers: 50

Number of food customers: 500
Solution names: PakSense Ultra Contact Label; PakSense Ultra T3
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.
Key problems solved: Farm-to-fork traceability; integrated temperature monitoring; COOL (Country of Origin Labeling) capabilities in a single solution.

*Other solutions/services: Trace forward/trace back.

Paragon Software Systems, Dallas;

www.paragonrouting.com

Year founded: 1991; Number of employees: 50; Number of food customers: 75+

Solution names: Paragon Routing and Scheduling Optimizer; Paragon Multi Depot; Paragon Integrated Fleets; Paragon Fleet Controller; Paragon Home Delivery System; Paragon Fastnet; Paragon Multi Period Planner; Paragon Territory Optimizer; Paragon Fixed Route Manager; Paragon Carbon Minimizer.

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.
Key problems solved: Paragon software is used for routing and scheduling optimization on a daily basis; managing transportation resources; rationalizing fixed routes; strategic planning and modeling; scheduling home deliveries continuously as orders are being confirmed; and managing the execution of the transportation plan in real time using truck tracking technology.

PeopleNet, Chaska, MN; www.peoplenetonline.com
Year founded: 1994; Number of employees: 190; Number of food customers: 400

Solution names: PeopleNet g3 Onboard Computer, Mobile Communications and Fleet Management System; PeopleNet BLU Driver Display.

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.
Key problems solved: Compliance; safety; fuel economy; driver productivity; route efficiency.

*Other solutions/services: EOBR; compliance solutions; automated fuel tax; accident reconstruction; driver training videos.

PINC Solutions, Berkeley, CA; www.pincsolutions.com

Year founded: 2004; Number of employees: 30; Number of food customers: 10+

Solution names: Yard Hound; Yard Hound Reefer
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.

Key problems solved: Lack of real-time visibility (i.e. accurate and timely information) into the key linkages of the food supply chain in the yards (at DCs/warehouses, plants, stores, etc); automated yard info collection—eliminating time-consuming manual yard audits; real-time information sharing across organizations within a company—increase visibility for (geographically diverse

departments involved in transportation logistics planning and management; improve communication among yard and DC personnel—reduced unproductive administrative time; better asset and resource utilization—increase operational efficiency and reduce costs; enable fact-based decision making—provide actionable information for business process optimization and redesign RFID; transportation management; yard management.

QAD Inc., Santa Barbara, CA; www.qad.com

Year founded: 1976; Number of employees: 1,600; Number of food customers: 300

Solution names: QAD Enterprise Applications 2008
Markets served: Manufacturers; third-party logistics providers.

Key problems solved: QAD Enterprise Applications delivers a powerful combination of technology and pre-integrated business applications built specifically to address issues facing the food and beverage industry.

QUALCOMM, San Diego; www.qualcomm.com

Year founded: 1985; Number of employees: 1,000; Number of food customers: 25

Solution names: OmniVision Transportation Services including mobile computing platform; messaging; hours of service; arrival and departure notification

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.

Key problems solved: Driver productivity and operational efficiency as related to delivery of goods; improvement in transportation-related safety; transportation related regulatory compliance.

Real Time Freight Services LLC, Chicago

www.realtimefreight.com

Year founded: 2003; Number of employees: 45; Number of food customers: 5,000

Solution names: RTF Shipper Edition; RTF Carrier Edition; RTF Exchange Edition

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.

Key problems solved: Our customers realize a centralized, secure, controlled freight management solution. Increased efficiency is achieved at many levels from saving time and money with our closed loop architecture. Our shipper clients have the ability to scale capacity with the ability to access over 15,000 transportation members. The many advantages of a Real Time Freight membership include the reallocation of resources and lower freight spend. Real Time Freight eliminates information silos to help companies centralize and share information to help them make better and more informed decisions for today and for the future. Real Time Freight also provides the ability for shippers to track their freight as well as run sophisticated reports.

RedPrairie Corp., Waukesha, WI; www.redprairie.com

Year founded: 1975; Number of employees: 1,300; Number of food customers: 100+

Solution names: Warehouse Management; Workforce Management; Financial Management; Inventory Management; Execution Management; Learning Management; Performance Management; Transportation Management; Food Processing; Error Proofing/Traceability; Sequence Delivery; Build-to-Order; Supply Chain Visibility; Dashboards
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.

Key problems solved: The RedPrairie suite of solutions seamlessly orchestrates all supply chain execution functions in real time—giving organizations an end-to-end view of raw materials, warehoused goods, moving inventory and merchandise on store shelves. These capabilities enable firms to reallocate inventory on the fly, to meet changing customer needs without unnecessary disruption, to better manage transportation costs and to ensure product freshness and safety. The results are reduced inventory levels at each stage, improved on-shelf and just-in-time performance, and improved top line growth and profitability.

Retalix USA, Plano, TX; www.retalix.com

Year founded: 1982; Number of employees: 1,500+; Number of food customers: 1,000+

Solution names: Power Suite of Products—Enterprise, Demand Planning, WMS, Delivery, Sell, Net, Analyzer; Transportation—Traffic Management, Dock Scheduling, Yard Management; SMC Suite of Products—Biceps, Triceps, Abs, Prompt; Store Suite of Products—Loyalty, Fuel, POS, Kiosk, Front Office, Store Replenishment
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.

Key problems solved: Retalix solves problems related to enterprise data, inventory investment, freight costs, labor productivity, order entry, analyzing supply chain data and managing store operations.

*Other solutions/services: PDA delivery; business intelligence.

Revionics Inc., Granite Bay, CA; www.revionics.com

Year founded: 2002; Number of employees: 70; Number of food customers: 110

Solution names: Revionics Advanced Pricing System (RAPS)

Markets served: Supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors.

Key problems solved: We help our customers maximize revenue, margin and productivity by

leveraging demand intelligence and advance pricing science.

*Other solutions/services: Price, promotion and markdown optimization.

Robocom Systems, Farmingdale, NY;

www.robocom.com
Year founded: 1982; Number of employees: 50; Number of food customers: 20
Solution names: ROCWMS; RIMSWMS; R-Labor, Labor Management System; R-Voice, Voice Picking System; Star TMS; R-Webstore
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.
Key problems solved: Lot traceability; Country of Origin Label (COOL) compliance; attainment of high levels of inventory accuracy; integration of warehouse, transportation, labor and voice applications designed to improve performance.

Royal 4 Systems Inc., Long Beach, CA;

www.royal4.com
Year founded: 1984; Number of employees: 42; Number of food customers: 40
Solution names: Royal 4 ERP System; W.I.S.E. WMS System
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.
Key problems solved: Royal 4 Systems is a leader in providing both WMS and ERP technologies that can be used separately or combined to create a powerful supply chain solution for the food and beverage industry.

Ryder, Miami; www.ryder.com

Year founded: 1933; Number of employees: 28,800; Number of food customers: NA
Solution names: Supply Chain Solutions; Transportation Solutions; Warehousing and Value-Added Solutions; Dedicated Contract Carriage; Fleet Management Solutions
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.
Key problems solved: Inventory control; load planning; mobile technology; RFID; reverse logistics; routing and scheduling; supply chain management; 3PL; transportation management; warehouse management; wireless technology; yard management.

SAF USA Inc., Grapevine, TX; www.saf-usa.com

Year founded: 1996; Number of employees: 150+; Number of food customers: 20
Solution names: SAF SuperStore; SAF Super Warehouse; SAP SuperForecast
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors.
Key problems solved: SAF USA helps retailers and manufacturers overcome competition in the retail market by delivering automated demand forecasting and computer generated ordering (CGO) software solutions. By using SAF's software to automatically determine inventory positions, demand forecasts and optimal orders, users can ensure that the right products are always available in the required quantity. Doing so results in reduced inventory and out-of-stocks as well as increased revenue and customer satisfaction.

SageQuest, Solon, OH; www.sage-quest.com

Year founded: 2003; Number of employees: 99; Number of food customers: NA
Solution names: Mobile Control
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.
Key problems solved: Vehicle tracking, routing and reporting.

SAP America, (a unit of SAP AG), Newtown Square, PA; www.sap.com

Year founded: 1972; Number of employees: 51,400; Number of food customers: <300
Solution names: ERP 2005; SAP SCM; SAP CRM
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.
Key problems solved: Corporate financials; purchasing; sales order processing; earned income; returns; inventory planning and management; warehousing;

transportation.

ServiceCraft Logistics, Buena Park, CA;

www.servicecraft.com
Year founded: 1958; Number of employees: 500; Number of food customers: 30
Solution names: WMS; TMS; Extranet; Wireless
Markets served: Manufacturers; third-party logistics providers.
Key problems solved: Total supply chain warehousing and distribution support.
*Other solutions/services: Extranet visibility.

ShipXpress, Jacksonville Beach, FL;

www.shipxpress.com
Year founded: 2000; Number of employees: 65; Number of food customers: NA
Solution names: ShipXTRAX; ShipXRATES
Markets served: Manufacturers
Key problems solved: Rail logistics; shipment tracking; rating; freight estimation; rail car lease auditing; various rail accounting functions.

Silvon Software Inc., Westmont, IL; www.silvon.com

Year founded: 1987; Number of employees: 45; Number of food customers: 250
Solution names: Stratum
Markets served: Manufacturers; grocery wholesalers; convenience store distributors; foodservice distributors.
Key problems solved: The Stratum suite of planning and performance management applications is designed to leverage vast amounts of information and provide enterprise-wide visibility to our customers by addressing the key operational areas of manufacturing and distribution within their organizations. Stratum helps companies better manage their customer relationships through sales reporting, analysis, and planning that leverages POS, third-party, orders, shipment and A/R data. It allows them to see how well their product categories are performing for their retailers, too, through in-depth category analyses.
*Other solutions/services: Demand forecasting and supply chain performance analysis.

SmartTurn Inc., Oakland, CA; www.smartturn.com

Year founded: 2004; Number of employees: 35; Number of food customers: 10
Solution names: SmartTurn Inventory and Warehouse Management System; SmartTurn Inventory Grid
Markets served: Manufacturers; grocery wholesalers; foodservice distributors; third-party logistics providers.
Key problems solved: Maintains real-time inventory of food, beverages and supplies to prevent stockouts, overstocks, missing or misplaced items or expired ingredients; improves staff productivity and supplier management by eliminating duplicate data entry errors that cause redundancy; streamlines inventory management, storage and preservation across kitchens and pantries.

Software Logistechs Inc., Toledo, OH;

www.softlog.us
Year founded: 1998; Number of employees: 7; Number of food customers: 10
Solution names: DC Xpress WMS
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.
Key problems solved: Management of perishable inventory; improved inventory accuracy to 99%+; elimination of physical inventories; improved labor/operational efficiencies.

SPS Commerce, Minneapolis; www.spscommerce.com

Year founded: 1998; Number of employees: 270; Number of food customers: 5,000+
Solution names: SPSCommerce.net
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; foodservice distributors; third-party logistics providers.
Key problems solved: More effectively reconcile orders with payments; receive orders and shipments more quickly and accurately; improve the ability to allocate warehouse space and manage inventory; reduce logistics spending; improve supply chain visibility with up-to-date information.
*Other solutions/services: Trading partner intelligence; community development/vendor

enablement.

SSI Schaefer Systems International Inc.,

Giebelstadt, Germany; www.ssi-schaefer-noell.de
Year founded: 1937; Number of employees: 7,500; Number of food customers: 37
Solution names: Schaefer Case Picking System (SCP); Schaefer Carousel System (SCS)
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.
Key problems solved: SSI Schaefer solves space, accuracy, labor and throughput (SALT) issues common in distribution centers of companies experiencing high growth.

Sterling Commerce, Columbus, OH;

www.sterlingcommerce.com
Year founded: 1974; Number of employees: 2,675; Number of food customers: 1,244
Solution names: Sterling Selling and Fulfillment Suite; Connect:Direct; Gentran Integration Suite; Sterling Collaboration Network
Markets served: Manufacturers; foodservice distributors; third-party logistics providers.
Key problems solved: Sterling Commerce offers supply chain solutions, community management and process integration solutions that enable companies to collaborate, share logistics information and therefore better manage the logistics process flow.
*Other solutions/services: Community management; B2B connectivity; supply chain visibility.

Summary Systems, Plano, TX;

www.summarysystems.com
Year founded: 1987; Number of employees: 8; Number of food customers: 3
Solution names: Foodservice Distribution System; Dispatch Commander
Markets served: Manufacturers; foodservice distributors.
Key problems solved: Closing the loop in the distribution chain; enabling 100 percent accurate deliveries; recording delivery exceptions in real-time; reducing short unloads or short-on-truck events; provides proof data to reduce fraudulent claims; reduction in paperwork; pre- and post-trip vehicle inspections; electronic DOT logs.

Supply Chain Consultants, Wilmington, DE;

www.supplychain.com
Year founded: 1993; Number of employees: 45; Number of food customers: 6
Solution names: Zemeter software suite including: Demand Planner; Supply Planner; Inventory Planner; Finite Scheduling; Performance Management; Business Analyst; Zemeter S&OP; Zemeter S&OP Azimuth.
Markets served: Manufacturers.
Key problems solved: Supply Chain Consultants provides collaborative, best-of-breed, fully integrated supply chain solutions that can help manufacturers realize substantial bottom-line results.
*Other solutions/services: Supply chain planning.

Supply Chain Intelligence, Cary, NC;

www.scintelligence.com
Year founded: 2001; Number of employees: NA; Number of food customers: 12
Solution names: iSuite; Outbound Shipment Intelligence; Inbound Shipment Intelligence.
Markets served: Supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors.
Key problems solved: Routing and scheduling planning and plan execution for managed fleets. Integrated order splitting and targeted time requirements are used heavily by food industry participants.

Swisslog Logistics Inc., Newport News, VA;

www.swisslog.com
Year founded: 1998; Number of employees: 100; Number of food customers: 7
Solution names: AS/RS—pallet and case conveyors
Markets served: Manufacturers; supermarket

retailers; grocery wholesalers; convenience store distributors.
Key problems solved: Our solutions optimize customers' production, logistics and distribution processes in order to increase flexibility, responsiveness and quality of service while minimizing logistics costs.

Technology Group International, Toledo, OH;
www.tgilt.com
Year founded: 1990; Number of employees: NA; Number of food customers: NA
Solution names: Enterprise 21
Markets served: Manufacturers; grocery wholesalers; convenience store distributors; food service distributors; third-party logistics providers.
Key problems solved: Enterprise 21 includes a wide range of functionality that is needed to support the food industry.

Teradata Corp., Dayton, OH; www.teradata.com
Year founded: 1979; Number of employees: 5,500; Number of food customers: 100
Solution names: Enterprise Data Warehouse: Teradata Database 12.0; Customer Management: Teradata Relationship Manager; Demand Chain Management: Teradata Demand Chain Management; Supply Chain Management: Teradata SeeChain; Teradata Supply Chain Accelerator, for SAP; Platform: Teradata
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; food service distributors; third-party logistics providers.
Key problems solved: Better predicting product assortments that will drive the most profitable customers to purchase; reducing out-of-stocks, overstocks and slow moving inventory to improve margins.

Terra Technology, Norwalk, CT;
www.terratechnology.com
Year founded: 2001; Number of employees: 35; Number of food customers: 15
Solution names: Demand Sensing; Inventory Optimization; Multi-Enterprise Demand Sensing; Multi-Enterprise Inventory Optimization
Markets served: Manufacturers
Key problems solved: Inaccurate forecasts result in manufacturing and shipping the wrong product mix. Manufacturers produce excess inventory to avoid losing sales, wasting resources producing and shipping products with unexpectedly low demand and incurring the cost of unplanned manufacturing changeovers and expedited shipments to meet demand for high demand products. Terra's solutions apply better math to the planning process; improving service while reducing manufacturing disruptions, expedited shipments and safety stock requirements.

TGW-Ermanco Inc., Spring Lake, MI;
www.tgw-ermanco.com
Year founded: 1964; Number of employees: 240; Number of food customers: 100+
Solution names: Integrated material handling solutions
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors.
Key problems solved: Labor savings; improved space utilization; reduced order-fulfillment time.
*Other solutions/services: Integrated material handling solutions.

TLC—Total Logistic Control, Holland, MI;
www.totallogistic.com
Year founded: 1902; Number of employees: 2,400; Number of food customers: 165
Solution names: Transportation management and warehouse management solutions
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; food service distributors; third-party logistics providers
Key problems solved: TLC supply chain capabilities are "source to shelf." We operate across the key supply chain functions and bring the supporting technology. TLC targets companies which are interested in outsourcing all or portions of supply chain operations and/or supply chain technologies.

Tom Zosel Associates Ltd. (TZA), Chicago;
www.tzaconsulting.com
Year founded: 1984; Number of employees: 44; Number of food customers: 51
Solution names: ProTrack Warehouse Labor Management System; ProTrack Driver; ProTrack Mobile; Slot3D

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; food service distributors; third-party logistics providers
Key problems solved: Best practices, engineered standards and SOPs implemented to improve labor management, productivity and lower costs.
*Other solutions/services: Slot3D slotting technology.

ToolsGroup, Boston; www.toolsgroup.com
Year founded: 1993; Number of employees: 65; Number of food customers: 21
Solution names: Service Optimizer 99+
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; food service distributors; third-party logistics providers.
Key problems solved: Inventory optimization; supply chain performance management; demand sensing and demand management

Transervice Logistics Inc., Lake Success, NY;
www.transervice.com
Year founded: 1969; Number of employees: 1,350; Number of food customers: 13
Solution names: Dedicated transportation and maintenance solutions; dedicated contract carriage; full-service leasing; maintenance
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; food service distributors; third-party logistics providers.
Key problems solved: Implementing seamless transitions from private fleets to dedicated contract fleets without disruption.
*Other solutions/services: Dedicated transportation and maintenance solutions.

Transplace, Frisco, TX; www.transplace.com
Year founded: 2000; Number of employees: 526; Number of food customers: 100+
Solution names: Transplace Transportation Management System; Transplace Order Management System; Scenario Pro Shipment Planning; Trailer Management
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; food service distributors.
Key problems solved: Inbound /outbound shipment planning and optimization; improved operational efficiency while reducing cost; accurate and timely payment process to improve cash flow; route and mode analysis reducing network costs; determined appropriate placement for distribution centers; faster, on-time pickup and delivery; diversified LTL carriers mix for improved service.

TranSystems, Kansas City, MO;
www.transystems.com
Year founded: 1966; Number of employees: 1,400; Number of food customers: 75
Solution names: Network Design and Optimization; Strategic Global Consulting; Carbon Footprint Analysis; Transportation and Real Estate Analysis; LEED and Environmental Services; Architecture/Engineering; Simulation Modeling; Construction Management; Material Handling and Facility Design; Demand Planning and Forecasting; Supply Chain Technology and Security; Systems Integration and Implementation
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; food service distributors; third-party logistics providers.
Key problems solved: Improved process flows; designed effective plant operations; reduced labor costs; implemented and integrated supply chain technologies and systems.

UPS Logistics Technologies, Baltimore;
www.upslogisticstech.com
Year founded: 1983; Number of employees: 150; Number of food customers: 675
Solution names: Roadnet Transportation Suite which includes: Territory Planner, Roadnet and MobileCast. Roadnet Anywhere for smaller fleets that want planning and tracking technology.
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; food service distributors; third-party logistics providers.
Key problems solved: Driver accountability for hours, miles driven, unplanned stops and other route exceptions; reduce miles driven, overtime and vehicle wear and tear; accurate real-time vehicle location; vehicle utilization.

Virtual Dispatch USA Inc., Grand Haven, MI;
www.virtualdispatch.com
Year founded: 1996; Number of employees: 10; Number of food customers: 20+
Solution names: Excelerate.
Markets served: Manufacturers; food service distributors; third-party logistics providers.
Key problems solved: Carrier management; fuel surcharge; advanced communication; supply chain visibility; load planning; EDI; ACE compliance.

Voxware Inc., Hamilton, NJ; www.voxware.com
Year founded: 1996; Number of employees: 90; Number of food customers: 25
Solution names: VoiceLogistics; Voxware 3
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; food service distributors; third-party logistics providers.
Key problems solved: Increase warehouse workforce productivity; decrease order picking errors; improve warehouse workforce safety; maximize IT investments; optimize current material handling processes; obtain the best ROI possible for any warehouse automation project.
*Other solutions/services: Voice-based warehouse distribution.

Weber Distribution, Santa Fe Springs, CA;
www.weberdistribution.com
Year founded: 1924; Number of employees: 540; Number of food customers: 96
Solution names: LINKS by Synapse Warehouse Management System; Translinks Transportation Management System
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; food service distributors; third-party logistics providers.
Key problems solved: High velocity distribution; seasonal peaks; VAS; integrated warehouse and transportation.
*Other solutions/services: Retail compliance; refrigerated warehouse and transportation.

Werner Enterprises Inc., Omaha; www.werner.com
Year founded: 1956; Number of employees: 13,000; Number of food customers: 150+
Solution names: Smart (Shipment Management and Resource Tracking) System
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; food service distributors; third-party logistics providers.
Key problems solved: Collaborate efforts between multiple shippers which continue to reduce costs in the industry between Werner and its customers.
*Other solutions/services: Optimization/continuous moves.

West Monroe Partners, Chicago;
www.westmonroepartners.com
Year founded: 2002; Number of employees: 250; Number of food customers: 10
Solution names: Engineered Labor Standards (Services); FLEXdls (Labor Management System)
Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; food service distributors; third-party logistics providers.
Key problems solved: We help develop programs that enable distribution centers and retailers to achieve and maintain their peak efficiency. Specifically, our programs will evaluate and measure labor activities and create standards that will help our clients to plan, track and improve daily operations. We also help our clients deploy the standards through comprehensive training and incentive programs that ensure success.
*Other solutions/services: Labor management.

Westfalia Technologies Inc., York, PA;
www.westfaliausa.com or www.savanna.com
Year founded: 1992; Number of employees: 90; Number of food customers: 60+
Solution names: Savanna.NET Warehouse Management System
Markets served: Manufacturers; third-party logistics providers.
Key problems solved: Savanna.NET warehouse management system helps develop an efficient warehouse system, which in turn increases profitability, reduces inventory costs and distributes products to clients faster. With its flexible modular structure, the WMS can be configured on individual logistics requirements, integrated into new or existing structures and is ideal for both conventional and automated facilities.

*Othersolutions/services:Automatedequipmentintegration.

Witron Integrated Logistics Corp.,

Arlington Heights, IL; www.witron.com

Year founded: 1971; Number of employees: 1,200;

Number of food customers: 30

Solution names: OPM-Order Picking Machinery; DPS-Dynamic Picking System; OPS-Order Picking System; MPS-Module Picking System; CPS-Car Picking System; E-DPS-Ergonomic Dynamic Picking System

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors.

Key problems solved: Automated picking efficiencies; labor reduction; inventory reduction; material flow synchronization.

XATA Corp., Minneapolis; www.xata.com

Year founded: 1985; Number of employees: 167; Number of food customers: 105+

Solution names: XATANet; MobileMax

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.

Key problems solved: Cost issues: fleet MPG; driving styles; idling time control; driver performance; delay tracking; operational efficiency. Regulatory compliance issues: fuel tax; paperless driver logs; safety and inspections; "black box" functions. Customer service issues: managing delivery windows; real-time truck location; instant notifications of time deviations.

Zebra Technologies, Vernon Hills, IL; www.zebra.com

Year founded: 1969; Number of employees: 2,400;

Number of food customers: NA

Solution names: Zebra Technologies is a leading global provider of rugged and reliable specialty printing solutions, including on-demand thermal barcode label and receipt printers and supplies, plastic card printers, RFID smart label printer/encoders, certified smart media, and digital photo printers

Markets served: Manufacturers; supermarket retailers; grocery wholesalers; convenience store distributors; foodservice distributors; third-party logistics providers.

Key problems solved: Inventory control; mobile technology;

RFID; routing and scheduling; security; supply chain management; transportation management; warehouse management; wireless technology; yard management.