



Unified Western Grocers deploys Cactus GDS Accelerator to improve business efficiency

Company Brief Unified Western Grocers, Inc. is the largest retailer-owned wholesale grocery distributor in the Western United States. Unified and its subsidiaries, which generated approximately \$3 billion in sales during fiscal 2004, offer independent retailers all the resources they need to compete in the supermarket industry. The food wholesaler and cooperative supplies a full line of groceries, as well as its own bakery and dairy goods. In addition to name-brand items, its offerings include private labels Cottage Hearth, Golden Creme, and Western Family. Unified Western Grocers guarantees that food and general merchandise reach mostly independent grocery stores in nine western states and several countries in the South Pacific. The co-op also provides member support services such as store remodeling, financing, and insurance. The company was formed in 1999 when Certified Grocers of California merged with United Grocers of Oregon.

Critical Issue Inaccurate product dimension information is a real problem across the industry and 5-10% of most items have material errors in this data. In the case of UWG, inaccurate case and pallet dimension information was creating inefficiencies in the allocation and use of warehouse and truck space. As a result, UWG was seeking to drive supply chain efficiencies between its suppliers and Distribution Centers (DC's) and improve warehouse and transportation logistics.

Cactus Solution Cactus worked with Unified in 2003 to develop a certified data synchronization solution for UCCnet™ (1SYNC) using Microsoft's UCCnet developer toolkit. As part of an early adopter program, Unified has now upgraded to Cactus GDS Accelerator for BizTalk Server, allowing the retailer to take advantage of the software's added features, including a product information (PIM) consolidation database and use of Web services to enable richer back office integration capabilities, while keeping up to date with changes to 1SYNC and other data pools.

SOLUTION Global Data Synchronization
PRODUCTS Cactus GDS Accelerator for BizTalk Server; Commerce Server; BizTalk Server 2004
INDUSTRY Retail

CLIENT



"CACTUS HAS PROVEN ITSELF TO BE A HIGHLY PROFICIENT TECHNOLOGY VENDOR. BY ACHIEVING GLOBAL DATA SYNCHRONIZATION, UWG EXPECTS TO ACHIEVE SIGNIFICANT SAVINGS IN OUR SUPPLY CHAIN."

Greg Vick

Executive director, supply chain and e-commerce systems, Unified Western Grocers

Solution Benefits

UWG plans to recognize significant benefits in the elimination of product information errors and driving this clean information through a single source to derive 'one version of the truth'. This data drives business document exchange with its TP's (PO's, ASN's, Ship Manifest's, Invoices, etc.); populates their PIM and WMS (Warehouse Management System) with accurate information and lays the foundation for RFID. Better product category management was achieved through access to all available itemization while warehouse and transportation logistics were improved thanks to more accurate case and pallet dimension information for warehouse and truck space allocation. An added benefit to Unified of deploying Cactus GDS Accelerator is that it puts in place a foundation for the management of EPCglobal data in future RFID implementations.

Results

Since the implementation, UWG has synchronized with two suppliers: Purina Pet Care and Procter & Gamble (two huge suppliers with thousands of trade items) and plan to increase that total to 8 within 6 months.

"Through their earlier work with Unified, Cactus has proven itself to be a highly proficient technology vendor, and making the decision to upgrade to Cactus GDS Accelerator was an easy one," said **Greg Vick, Executive director, supply chain and e-commerce systems, Unified Western Grocers.** "By achieving global data synchronization, we expect to achieve significant savings in our supply chain by reducing data errors and through better integration with our existing business processes."

UWG is synchronizing several hundreds of trade items and expect to reach several thousands in the next six months.

Cactus GDS Accelerator for BizTalk Server

Cactus GDS Accelerator for BizTalk Server 2004 allows retailers like UWG to quickly and easily connect to 1SYNC and the GS1 Global Registry, and integrate accurate real-time data into existing management systems, laying the foundation for successful RFID deployments.

Utilizing the robust integration capabilities of BizTalk® Server 2004, Cactus GDS Accelerator provides a cost-effective way to quickly connect to 1SYNC and the WWRE and manage communications with trading partners. This solution can reduce the costs and business impact associated with trading-partner integration for manufacturers and retailers.

Through consistent, timely updates (in step with each data pool's regular update schedule), Cactus GDS Accelerator for BizTalk provides retailers with cost-effective way of keeping their collaborative commerce platform up to date.

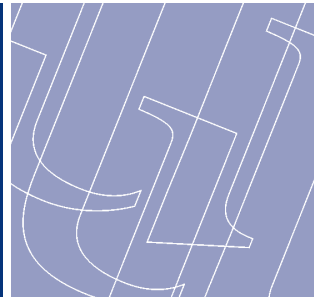
For more information on Cactus GDS Accelerator for BizTalk, visit:

<http://www.cactuscommerce.com/GDS> or

<http://www.microsoft.com/biztalk/evaluation/cactus/default.asp>

Who is Cactus Commerce >>>>>>>>

Cactus Commerce is an e-business software and services provider dedicated to helping companies bring more efficiency to their complex business processes with integrated B2B solutions that lay the foundation for the move towards RFID. A Microsoft Gold Certified Partner, Cactus develops and delivers rapidly deployed, cost-effective and extensible TPI, GDS and RFID software solutions. Cactus complements its packaged software offerings with an array of professional services and unique industry expertise, enabling companies to take full advantage of their existing and future technology investments.



ISV/Software Solutions
Integrated E-Business Solutions
Advanced Infrastructure Solutions

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