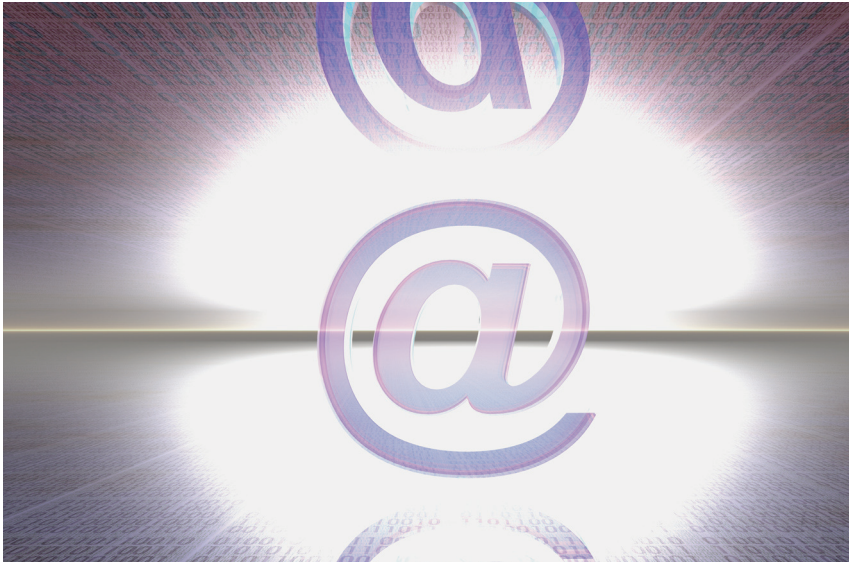


## Turnkey distribution solution from Gillani and IBM provides grocery store chain with improved business processes



No longer does the distribution of its goods and services give a company the luxury of relying on the tried and true. In today's environment, a company must be alert to new ways to add value to the supply chain it manages. It must link its suppliers to its customers more cleverly, more efficiently and with higher levels of service.

A company now needs to provide Web-enabled information access to its customers so they can enter orders, view real-time product availability and check status. Such access must also be integrated with the company's distribution management system.

Gillani, Inc., an IBM Premier Business Partner, is a leading provider of enterprise resource planning (ERP) and supply-chain management software. Its flagship offering, iDistribute, was designed especially for the wholesale, retail and manufacturing industries, helping those industries streamline

inventory and distribution processes and optimize operational resources.

iDistribute integrates business units and profit centers on a global scale and combines synergies for predictive performance. It helps businesses win and keep customers with enterprise-wide order processing, inventory management, advanced planning, forecasting and integrated accounting.

iDistribute connects suppliers, distributors, customers and internal operations to optimize processes across functional boundaries, all of which helps distributors to win and keep customers. The solution, which includes fully integrated financial management functionality, is written with Informix® 4GL-based FourGen CASE (computer-aided software engineering) Tools that run on the IBM Informix Dynamic Server and offer high-performance information management capabilities.

### **IBM Business Partner: Gillani, Inc.**

*Gillani, Inc., is a pioneer in the development of synchronized supply chain management applications and offers iDistribute — an integrated suite of applications that provides an end-to-end solution for automating supply chain management processes. Gillani, Inc., is headquartered in Richardson, Texas.*



### **Undisturbed operation**

“Our modifiability-by-design concept is one of our major differentiators in the marketplace,” said Syed Kamal, Gillani president and chief executive officer. “The whole thrust is for us to be able to

***“We regularly take advantage of PartnerWorld Industry Networks programs such as Sales Connection and Campaign Designer.”***

Syed Kamal,  
president and  
chief executive officer,  
Gillani, Inc.

upgrade and reconfigure a customer's underlying distribution infrastructures without requiring them to disturb any of their ongoing business applications," Kamal explained. "Conversely, the customer can reconfigure any of its Gillani business applications or add new modules without needing changes in the basic system."

Another key differentiator is the Gillani relationship with IBM. "We have leveraged our status as an IBM Premier Business Partner to become a turnkey vendor to our customers," Kamal said. "Instead of a customer having to deal with one vendor for the Informix suite, a second entity for other IBM middleware, a third vendor for the hardware and operating system, a fourth vendor for integration services, Gillani is able to put that all together and be the single face to the customer, by wrapping it all up in a single package under one purchase order."

An example of this value was a major upgrade project for Harps Food Stores, Inc., a grocery store chain based in Springdale, Arkansas. As the owner of more than 50 stores in Arkansas, Missouri and Oklahoma, and distributor to more than 100 independently owned convenience stores, Harps was finding its growth prospects increasingly constrained with an early version of IBM Informix Dynamic Server running on an outmoded NCR hardware and UNIX® operating system platform.

Gillani proposed and implemented an upgrade of business applications which migrated to Gillani FourGen Case Tools. The applications run on a platform consisting of Informix Dynamic Server, the Linux® operating system and a two-processor IBM System x® 365.

"We now enjoy increased capacity, improved performance, higher productivity, faster completion of online

transactions and realignment with the latest operating system, along with IBM middleware and hardware technology," said Gary Bennett, director of information systems at Harps. For example, in Harps' warehouse operations, many processes that used to take one hour now take about 20 minutes, Bennett said.

### **The networks advantage**

Gillani participates in IBM PartnerWorld® Industry Networks, which offers a rich set of benefits to all IBM PartnerWorld members who want to team with IBM to build their vertical market capabilities, expand their partner network and attract potential customers in the markets they serve worldwide.

Gillani is "optimized" in the retail and wholesale industries, which means it has developed further specialization by optimizing its applications with IBM technologies, achieving success with its own solutions and other criteria.

Kamal credits Gillani participation in the Industry Networks program with a lot of his company's marketing success. "That goes especially for all the market research help," he said. "It gave us much of the competitive analysis we needed and definitely helped us win the deal with Harps. So we regularly take advantage of PartnerWorld Industry Networks programs such as Sales Connections and Campaign Designer."

### **For more information**

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To learn more about Gillani, visit:  
[www.gillani.com](http://www.gillani.com)

To learn more about Harps Foods, visit:  
[www.harpsfoods.com](http://www.harpsfoods.com)



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Route 100  
Somers, NY 10589  
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05-07  
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