



Delivering
Intelligent Business Solutions
 To **World-Class Retailers**

ibs *DEALS*
 ibs *PRICING*
 ibs *ASSORTMENT*

Soft Solutions supports Interex development in Balkan Region with Negotiation Management, Price Management and Assortment Management Solutions – Case Study

Interex Balkans operates in 3 Balkan countries and plans to open other countries in the very near future.

MAJOR CHALLENGE IN INFORMATION SYSTEMS

Given its very ambitious expansion plans in Balkan region, Interex required a comprehensive system to deliver buying office management tools at the Regional and Country level. They have selected Soft Solutions to deliver these scalable business capabilities. The challenge is to run a unique multilingual / multi-country / multi-currency system with consolidation capabilities at the regional level, and a system which can support Interex's continued growth in terms of users, stores and countries

VERY SHORT TIME FRAMES

The project time frames are very short, targeting 3 months for the first country implementation, and additional 4 months for implementation of the other countries and the Group.

IMPLEMENTING THE APPLICATIONS

The 3 applications to be implemented are:

- ibs *DEALS* to manage all relations with suppliers, from negotiations to cash management, on a Regional and country level in a multi-country / multi-currency environment,
- ibs *PRICING* to manage store prices using the latest margin and price optimisation tools,
- ibs *ASSORTMENT* to manage product ranges using a best practices approach in a multi-country / multi-store format environment.

All applications will be supported by ibs **REFERENTIAL** -- a fully comprehensive tool for managing item, supplier and store data.

FROM PROTOTYPE TO OPERATIONAL

The first implementation studies began at the end of June 2005, the applications being operational in Serbia by the 30th September 2005.

ABOUT INTEREX

Interex Balkans opened stores in Bosnia in 1999. Today, Interex operates 11 stores in Bosnia of which 5 are franchises. The second country, Rumania was opened in 2002 and it now operates 3 stores, and the third country was opened in 2004, Serbia, where it now operates 1 store. Several openings are planned in each country by the end of 2005. For 2006, it is planned to continue openings in existing countries and expand into new countries.

ABOUT SOFT SOLUTIONS

Soft Solutions is a leading provider of web-based retail merchandise management and decision support software. Our customers are multi-divisional, multi-format Tier 1 retailers and suppliers including Carrefour, CVS, Canadian Tire Retail, Capelli New York, Auchan, Group Louis Delhaize, B&Q, Kingfisher, Pinault-Printemps-Redoute, and Galeries Lafayette. Soft Solutions ibs **SUITE** conforms to the latest industry and technology standards, including GS1, and is compatible with multiple databases and industry application server packages. With consistent delivery of measurable top and bottom line business results, Soft Solutions is uniquely positioned to provide global best practices and industry-leading solutions for the fast paced, competitive environment of retailers worldwide. For more information, please connect to www.ibs-softsolutions.com

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