Improved Supply Chain and Business Processes | Efficient Logistics and Transportation | Better Data to Make Informed Decisions | Select, Implement and Optimize ERP Systems

Clover Super Foods

The Client
A valued-added supplier of food and related products, Clover Super Foods served restaurants, small cafes and retail/wholesale chains (such as Costco, Target, Cub, Sam’s Club and Walmart). It provided on-site delivery of refrigerated and dry goods, as well as managed point-of-sale replenishment services. With process improvements and cost reductions, Clover Super Foods was positioned well for acquisition by a key distribution partner.

Pain Points & Challenges
- Profitability problems from inefficient remote deliveries
- High inventory carrying costs and excess / obsolete inventory
- Pricing decisions that precluded some profitable business and sub-optimized profits for other business
- Poor warehouse space utilization

Pragmatek Solutions
- Route margin analysis and delivery routing improvements
- Analyzed and implemented customer stratification
  - Profitability analysis
  - Pricing adjustments
  - Shedding of unprofitable business
  - Incentives analysis and adjustments
- Updated warehouse services business model and implemented changes

The Payoffs
98%
Inventory accuracy

FIFO Implementation
World-class processes installed / executed

Strategic Plan
Clear link - strategic to operational plans
53%
Increase in inventory turns

Optimized Delivery Profits

From the Client
Clover Super Foods was rapidly growing after securing some substantial distribution contracts. We did not have the organization and expertise to handle this growth. Pragmatek’s seasoned consultants rolled up their sleeves and partnered with our employees to help our inventory turns, improve our supply chain and distribution operations, and updated our ERP system. We eventually were approached by one of our distribution partners after executing on our growth strategy, and sold the business due to our solid business operations and growth.

Jodi Martin – President / Owner