

20 Most Promising Retail Consulting Providers

Company	Management	Description
Centric Consulting centricconsulting.com Kettering, OH	Dave Rosevelt CEO	Providing business consulting and technology solutions.
Cnetric Enterprise Solutions cnetric.com Bangalore, India	Manohar Durai President and CTO	A provider of cloud-based digital commerce solutions.
Denali Advanced Integration denaliai.com Redmond, WA	Majidi Daher Founder and CEO	Offering innovative design, architecture, implementation and operations for enterprise IT portfolio.
Direct Source directsource.com Chanhassen, MN	Brad Fick President	Provides tier one retailer, turnkey project consulting, procurement, project management, staging and configuration, integration and installation services.
Fit for commerce fitforcommerce.com Short Hills, NJ	Bernardine Wu Founder and CEO	Offering tools and expertise to enhance eCommerce businesses.
FTI Consulting fticonsulting.com Baltimore, MD	Steve Gunby CEO	Developing strategies for retailers that assess processes, drive performance improvement, reduce overhead expenses, and improve profitability.
Hilco Retail Consulting hilcoglobal.com Northbrook, IL	Jeffrey B. Hacktman Chairman and CEO	Delivering innovative and practical solutions in strategic planning, merchandising planning, omni-channel processes, supply chain, and comprehensive cost reduction.
Infotech Global Services LLC infotechglobalservices.com San Francisco, CA	Brad Miller Founder and CEO	Provides IT consulting and staffing solutions for the financial services, healthcare, and retail sectors.
IRI iriworldwide.com Chicago, IL	Ash Patel CIO	Providing market and shopper information with predictive analysis to ignita retail growth.
KINDUZ Consulting Fairfield, IA kinduz.com	Pavan Kota CEO	Offering customer centric assortment planning, analytics, strategic supply chain transformation, and inventory planning.

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MMSC Consultants LLC mmsscconsultants.com Arbor, MI	Mark G. Messmore CEO	Provides discounts on Dell hardware, web apps and web design and custom build retail and small business network integration.
Quickborn Consulting LLC quickbornconsulting.com Wilmington, DE	Gábor Tózsér Founder and CEO	Provides Oracle Retail merchandising, stores, commerce, planning and optimization solutions.
RCG Global Services rcgglobalservices.com Edison, NJ	Robert Simplot, CEO	Provides technology solutions, which include business and technology planning, project management, business intelligence and data delivery, application management as well as quality assurance and software testing.
Revel Consulting revelconsulting.com Kirkland, WA	Vikas Kamran CEO	Provides e-Commerce planning and strategic planning for retail firms.
Tangentia tangentia.com Toronto, ON	Vijay Thomas-Founder & Partner Peter Kraay-Partner-Commerce Solutions Oji Nahai-Partner-Tangentia AppWorks Akin Pandit-Manager-Global Solutions	Provides Boutique IT Consulting & Outsourcing Solutions especially around e-Commerce, EDI B2B and Enterprise Security.
Tango Management Consulting tangomc.com Irving, TX	Jack Thompson Co-Founder & Chairman Travis Tzagl, Founding Partner Boris Biagici, Chief Operating Officer Bert Oudekock, Chief Marketing Officer	Providing innovative solutions for retail and corporate real-estate, focusing on store lifecycle (SLM) and Integrated Workplace Management (IWMS) space.
The Grayson Company graysoncompany.com New York, NY	Bob Grayson, Founder Kevin Mullaney, President	Offers consulting services to retail, ecommerce, wholesale and omni-channel businesses.
SCApath scapath.com Boulder, CO	Evan McCaig President and Managing Principal	Delivering solutions to consumer-driven companies for a robust Omni-channel strategy.
SPG international spgusa.com Covington, GA	Steven E. Darnell President and CEO	Provides storage products, food service storage & handling, industrial equipment, materials handling equipment.
VonExpy Softech LLC vonexpy.com Austin, Texas	Ramesh Varma, CEO Chuck Bloodgood, CTO	Delivering innovative solution through end-to-end product development lifecycle solutions.

IRI Uniquely Leveraging Data, Analytics and Technology to Deliver Retail Growth

Disruptors in the industry—this portrays IRI’s philosophy of innovation, where the front-runners invent new ways for CPG retailers to drive growth. For Ash Patel, CIO at IRI, his personal philosophy of continuous constructive dissatisfaction underlies the innovation roadmap of solutions that leverage IRI’s proprietary data, analytic and technology assets to drive differentiation and growth. These efforts are supported by the Company’s ISO-Certified Analytics Centre of Excellence for CPG and Retail where over 200 statisticians and mathematicians armed with numerous patents and methodologies, leverage three decades of the company’s retail industry knowledge to create new capabilities that are changing the retail industry’s paradigms.


Discussing the myriad of legacy technologies, available from dozens of vendors and adopted by retailers over the past decade, that are not delivering the necessary ROI, Patel believes three key ingredients are required for success—rich integrated datasets, prescriptive analytics, which pinpoint business opportunities, and robust technology that deliver insights via interactive visualization. IRI’s solutions based on these key ingredients help retailers deepen their understanding of consumer behavior while optimizing business processes such as assortment, pricing, promotion, shopper marketing, supply chain and vendor collaboration.

IRI gathers data across the entire U.S. tracking over 1.3 trillion dollars worth of annual sales data for the retail CPG industry alone. IRI’s ocean of big data also integrates household level purchase behavior, online, social and television exposure, consumer sentiment, frequent shopper data, unemployment, weather, gas prices and many more datasets. “Each of these individual data sets is large and complex and integrating them together further

compounds information overload. That makes our prescriptive analytics critical as a means of distilling a prioritized set of specific recommendations that retailers can action,” explains Patel.

In addition to datasets and analytics, IRI’s proprietary technology, called IRI Liquid Data™, provides sophisticated analyses for the expert user and yet is simple enough for the casual user as well. “Retailers and manufacturers traditionally looked at their stores category by category in a summarized and aggregated way. With Liquid Data, we have enabled the power of analyzing products and insights across the entire store,” says Patel. “For instance, if a new flavor of consumer interest is emerging, then the retailer can seamlessly analyze the trend for this flavor across the store in different categories such as yogurt, beverages, confectionaries or any other category.”

For a large client whose products are sold in hundreds of thousands of stores across U.S., the challenge lied in optimizing their product assortment across the stores while also optimizing the shelf space in each of these stores to maximize profit. “IRI’s Assortment Optimization solution automatically ran data gathered from hundreds of different data sources through its prescriptive analytics algorithms to drive specific recommendations,” says Patel. The result was a several percent increase in sales, which is a substantial ROI from the recommendations of the tool.

“We at IRI believe in democratization of data across the entire enterprise so that anyone from the deepest domain expert to the most senior level executive to the most junior analyst can derive benefit from complex analytics and data insights in a simplified way,” states Patel. “That is how people take action to grow their business.” 



Ash Patel

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