



TCI FastTrack HQ

Selecting and implementing new operational solutions can be a risky process for retailers. Lengthy or open-ended implementation engagements, the lack of skills and expertise needed to manage change and ensure user adoption, and insufficient knowledge of industry best practices are all factors that can cause installations to fail or not yield tangible business results. TCI provides solutions that help grocers avoid these common pitfalls and speed decisions into action using TCI's knowledge, people and best practices.

TCI FastTrack HQ enables retailers to install the core pricing and hosting capabilities of TCI HQ™ in as little as 90 days.

Rapid Implementation Delivers Immediate Value

TCI FastTrack HQ is a packaged implementation program developed by TCI to lower the risks of replacing legacy pricing and hosting systems. The program predefines the scope, deliverables, timeframe and investments for each implementation. Using a phased approach, best practices and a joint retailer/TCI implementation team, TCI efficiently delivers business value through a rapid installation of the foundation of TCI HQ. This enables grocers to immediately benefit from a core pricing and hosting foundation that allows for enhanced capabilities to be added as business needs dictate.

- Reduce risk and deliver immediate business value by predefining project scope, deliverables and timeframe
- Remove legacy constraints and increase efficiency with a core pricing foundation that allows for enhanced capabilities to be added as business needs dictate
- Deliver rapid return on investment (ROI) by leveraging industry best practices to increase implementation speed, manage change and accelerate user adoption

"By using a phased approach to changing our legacy infrastructure, we were able to move to a new platform quickly without disruption to our business. We didn't miss a beat thanks to the flexibility and depth of TCI's solution."

Kevin Baartman, Vice President of IT, Lund Food Holdings, Inc.

FastTrack Overview

TCI FastTrack HQ includes the following key activities:

- Configuring and loading item information
- Implementing price management and base price generation
- Interfacing and hosting to:
 - Point-of-Sale (POS) systems
 - Signs and labels
 - Direct Store Delivery (DSD) receiving
- Creating a set of roles-based menu templates and personalized reports
- Pilot production and onsite support for Go Live
- Training of retailers' implementation team/key staff

Best Practices Improve Efficiency

A dedicated FastTrack delivery team made up of seasoned technical and application experts provides services to TCI customers. These technical professionals possess extensive domain expertise with proven skills in pricing, hosting and change management best practices. TCI's approach aids in focusing project scope, controlling change management, increasing speed of implementation and facilitating user acceptance. Upon successful project completion, retailers have the information needed to make informed business decisions that improve their top and bottom lines.

Grocers can remove the barriers imposed by legacy systems and respond quickly to competitive events and customer demands by implementing a new generation pricing and hosting solution. TCI FastTrack HQ delivers a phased approach to TCI's comprehensive solution with agreed upon timeframe and cost boundaries. This reduces risk and provides immediate return for retailers so that they can quickly improve operations, develop strategies and speed decisions into action.



17752 Skypark Circle, Suite 160, Irvine, CA 92614

Office: (949) 476-1122 Fax: (949) 476-1133

www.tcisolutions.com