

The MAINSTREAM WAY

AGILE
LEAN-SOURCING™
IN-FLIGHT Consulting™



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Greg Holder

Compliance Networks

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Vendor Compliance Case Study

Retail Supply Chain Innovation

Compliance Networks

Compliance Networks is a leading provider of proven, private-cloud vendor performance solutions for retail supply chain excellence. Since 2000, their suite of solutions has enabled enterprises to improve profitability through continuous improvements in supply chain execution.

The Challenge

“A CFO told me in 2000 that if I need to order product six months out to have it delivered when I need it, then I want to order it six months out. I don't want to order it six months out and have it delivered in a month and have to sit on it for five months. Every retailer has a tremendous amount of safety stock and it's an awful waste of resources.” **Greg Holder, Founder, Compliance Networks**

The Solution –rCMS

“I knew from working in the sector, that vendor compliance was a chronic problem. The possibilities were there that if there was a better understanding of on-time fill rate variability, and this knowledge could be used to decrease it, then the retailer’s inventory investment could be decreased. The savings generated from these efficiencies could literally be millions of dollars.

We knew there was a better way! | We were four guys. | We had an idea.

The data already existed in the execution systems and we knew that if we could get to it, we could write programs that identified these anomalies. And, if we could clearly communicate this information to the vendors i.e. give them a report that included both pictures and the financial penalties associated with these variabilities (noncompliance), pushed it to their inbox, then they could see the evidence for themselves and they could use this information and the dollar avoidance to justify investment in technology and/or process improvement to avoid these wasteful expenses.

The problem we faced is that we were operations guys. We could run a distribution center but we didn't know how to automate these processes. We needed a partner who could help us build the product. Having worked with Mainstream Technologies before, we knew they could help.

Now, Compliance Networks is a software as a service company. ***We help our retail customers understand what's happening in their inbound supply chain and how they can eliminate or reduce avoidable costs and expenses.***

One of the most important elements we emphasize is that our solution, rCMS, is not just recouping expenses, but it's also helping the vendors improve as well.

We feed all of this information from execution systems; i.e. purchase orders and WMS receipts into rCMS and it identifies supply chain issues. This analysis, combined with near-time communication, is essential for retailers and vendors alike to make informed decisions on how to improve their process.

It's a treasure trove of business intelligence. Vendor's respect what we do because of rCMS's ability to clearly communicate throughout the process.

rCMS has an immediate black-and-white ROI. It saves our customers in excess of 100 million dollars each and every year!

Since 2000, Mainstream has been Compliance Networks' application development partner, providing both ongoing support, and developing new features and software products.

About Mainstream Technologies

Privately held and founded in 1996, Mainstream Technologies is an information technology consulting firm based in Arkansas. Mainstream currently employs 61 associates with offices in Little Rock, Conway and Bentonville.

Mainstream has solutions in use throughout North America in a variety of sectors. Mainstream's standard operating practice is based on a 30-day contracts which puts us in the position of earning client trust every day. Mainstream works best with organizations who value technology and see it as critical to their success.

Custom Software Development

Mainstream offers deep industry specific experience along with a broad set of skills to help you meet today's challenge with an eye to the future.

Managed Technology Services

Identify issues before they cause disruption and affect productivity. All managed services are delivered for a predictable monthly fee.

Data Center Colocation Services

Secure off site resources to meet your data and infrastructure needs that delivers added security along with access to skills that would be cost prohibitive to own.

"Mainstream Technologies, to this day, still helps turn my ideas, our account manager's ideas and our customer's ideas to reality."

Greg Holder
Compliance Networks

"We work hard at understanding the business problem. It starts with doing your utmost to understand what the customer's goals and objectives are."

John Burgess
Mainstream
Technologies