

Tough  
times  
demand  
smart  
solutions

# Retail and distribution

20

2008  
Annual  
Report

CGI Group Inc.

11%  
of 2008  
revenue

\$419  
million

Services provider  
of choice to...

- 250+ retailers across North America
- Multiple distribution segments and channels, including postal services, transportation & logistics, and wholesale distribution

[www.cgi.com/retail](http://www.cgi.com/retail)  
[www.cgi.com/distribution\\_en](http://www.cgi.com/distribution_en)

Globalization, consolidation and the recent economic downturn are driving retailers and distributors to reevaluate their business and cost models. Differentiation must come through strategic partnering and improved customer service. By embracing adaptive strategies and technologies — and the appropriate architectures and frameworks — these companies can improve their focus on core competencies and opportunities. CGI is a proven partner in transforming and reengineering retailers and distributors' operations to successfully reduce costs and drive needed growth.

### Client's challenge

Deliver reliable, domain-specific software that drives customers' profitability

### CGI's solution

Provide the specialized technical resources needed to maintain high quality and efficiency



**Retalix** is the leading provider of food retail and distribution software. In use at 40,000 retail and distribution sites and 300,000 checkout lanes around the world, Retalix allows the food industry to simplify processes and drive growth throughout their customers' supply chains.

For the past four years, CGI has provided application maintenance and support to the Retalix division that provides software for Small Grocery stores with Headquarters Level Pricing and Merchandising. As part of this relationship, CGI develops and tests needed enhancements to meet ever-changing requirements. By taking advantage of

CGI's global delivery model, Retalix relies on CGI's U.S. and India resources to respond quickly, cost-effectively and reliably to their customers' needs.

Having a highly reliable product that combines domain expertise with easy-to-use and advanced technologies is core to Retalix's business. With CGI, Retalix has the skilled resources it needs to maintain its leadership position.

"Retalix is committed to helping our customers improve their operations and grow their business. CGI helps us deliver on this commitment. Through their IT expertise and flexibility in quickly adjusting to changing priorities, CGI makes us more efficient in successfully running our business."

ELI SPIRER  
Executive Vice President of Operations,  
Retalix USA