

# SCAN-BASED TRADING

Scan-based trading (SBT) is a business model where select Direct Store Delivery (DSD) suppliers retain ownership of their products until they are purchased at your store, saving you labor costs, freeing up capital by reducing your inventory, and lowering your financial risks from shrink.

SBT has surged in popularity with large national retailers, but it has been difficult for smaller, independent chains to implement because it requires advanced technology and dedicated resources. Until now.

## Introducing iControl Scan-Based Trading.

iControl provides you with the technology to effectively roll out SBT in your stores, with software that synchronizes point-of-sale data between you and your DSD suppliers.

You will benefit from reduced costs and less risk from shrink. Your DSD suppliers will benefit from quicker cash flow and timely sales data reporting.

### Requirement:

10-store ownership group or larger

### Retailer Benefits:

- Less time wasted checking in deliveries
- Improved cash flow
- Less risk from shrink and spoilage
- A more efficient supply chain
- Reduced inventory costs
- Fewer out-of-stocks
- Fresher products for your shoppers

### SBT Performance Dashboard



# RETAIL PRICING



## WHY CHOOSE UNFI?

- UNFI will help you find the best strategies to help your business succeed & thrive
- We are your partner in retail, with the scale and resources to give you a competitive edge



# SCAN-BASED TRADING

## Why iControl?

iControl is a market-leader in SBT technology, helping dozens of retailers succeed with scan-based trading programs. Their SBT system is designed to help your suppliers be successful too:

- Creates transparency between retailers and DSD suppliers to establish trust and build better relationships
- Includes detailed, key insight reporting with Tableau
- Offers affordable pricing with a scalable system and no set-up fees for DSD suppliers

## The Future of SBT = Improved Alignment

The foundation to a robust and high-performing Scan Based Trading program is alignment. iControl's SBT Program is founded on:

Trust

Transparency

Collaboration

Simplicity

## RETAIL PRICING

### FAST FACTS

# 44,000+

retailers have partnered with iControl to improve their cash flow and margins

### GROCERIES ON CONSIGNMENT

Some of the most popular categories for SBT include:

- Dairy
- Bakery
- Ice cream
- Frozen pizza
- Seasonal products
- Magazines
- Greeting cards
- Electronics
- Firewood

### SIGN UP FOR MORE INFORMATION

Subject to credit approval. Some services may not be available in international markets.

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