

## Strategy Executed



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-Donna Carter, Comptroller, M&M Meat Shops.

M&M Meat Shops, Canada's largest specialty frozen food retail chain, was established in 1980 with a commitment to providing high quality meat and specialty food items at reasonable prices.

### The Challenge

M&M Meat Shops' policy of purchasing from only top quality suppliers and food processors throughout the world guarantees product quality and price consistency. Catering to a variety of lifestyles, M&M Meat Shops has become today's economical and appetizing alternative to conventional shopping.

### The Solution

"We were already familiar with Second Foundation's solid reputation in the industry," said Donna Carter, Comptroller, M&M Meat Shops. "After evaluating our current system and our anticipated needs, on Second Foundation's recommendation we chose Platinum for Windows as the best solution. Platinum for Windows has the flexible reporting, diverse customization capabilities, and period sensitivity to meet our requirements."

We took a two step approach which began with the selection of Platinum for Windows. Once we identified the modules required by the company, we spent time taking a closer look at M&M's internal process to ensure a tight, seamless fit with the package. Through high level process definition, we determined where changes were needed in the areas of procedures, policies and functionality.

Once the entire solution was mapped out, we executed an implementation strategy based on these determined needs. The plan included the conversion and import of M&M's existing data into Platinum for Windows as well as customizations which gave M&M the ability to deal with franchise billings and cash management. A series of add-on programs were also created to adapt Platinum for Windows to M&M's exact requirements.



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