



SUPPORTING THE INTERNATIONAL GROWTH OF A RETAIL COMPANY WITH A SCALABLE DATA INTEGRATION APPROACH

The client is one of the largest and most prestigious retail conglomerates in Latin America. To achieve SOX compliance and successfully enter the New York stock market, they needed to **improve the way business-critical information was exchanged and monitored** in the thousands of different applications they use.

They obtained **full visibility, traceability, and control over their data flows in just 12 months** by leveraging a Data Integration approach and Primeur's technology. They implemented a **scalable and secure solution** currently used by more than 1,000 internal and external entities across 5 countries.

THE CHALLENGE

The customer had been facing an incredible growth and had become the most successful retail company based in Chile. **Having acquired several companies abroad** to expand their presence in Argentina, Peru, Colombia, and Brazil, they wanted to enter the NY Stock Exchange to further accelerate their development.

The company's growth was posing a few challenges.

The long series of M&As had resulted in a highly **complex IT landscape** since every organization acquired was using different tools to manage daily activities. In this vast network with hundreds of points of sales, stores, deposit sites, and external suppliers, **business-critical information about orders, pricelists, cashflows** was exchanged through **multiple applications**, without understanding or tracing the data flows clearly.

The retail company had to demonstrate compliance with the **Sarbanes-Oxley Act (SOX)**, a US regulation issued to protect shareholders from accounting errors and fraudulent practices. To achieve this, they needed to **make their data exchange processes clear**. To complete the listing process and be admitted into the stock market, they had to align to the high security and traceability standards required by the regulation.

THE SOLUTION

With hundreds of heterogeneous applications already in place, **Data Integration** was immediately recognized by the client as the best approach to overcome their challenges. Data Integration in fact allows organizations to **manage and control their data** without interfering with the existing IT systems and applications.

They adopted **Primeur's Data Integration platform** (Spazio – now evolved into Data One) as their corporate solution for file transfer and data flow monitoring. A simple and scalable architecture was designed to take care of the data exchange among each country's network of entities, both internal and external to the company. Taking advantage of Primeur's proprietary technology (DMZ Gateway), the **highest level of security** was ensured when dealing with external counterparts.

Following a wave approach, this model was implemented in Chile and Argentina first and then replicated in all countries, with a really fast deployment. The infrastructure was prepared in just 3 months and all 5 countries were onboarded in less than a year, with the gradual activation of internal and external nodes.

Today, the client has **1,089 nodes** in production (1,113 in total), **900 for internal applications and 189 for external counterparts** (partners, providers, customers...).

Moreover, they implemented a **vertical integration tool** to easily trace the ownership and the technical and business details of new integration requests, helping the company to further increase transparency and improve accountability.

RESULTS

With the **Data Integration** approach, the company managed to achieve their objectives without modifying existing applications, to **reduce complexity** and to improve data flow governance **at a fraction of the cost** required by Application Integration.

With the new Data Integration solution, the client was able to **quickly** reorganize the **exchange of information** among its vast network of entities spread across 5 countries. All business-critical data – such as orders, pricelists, cashflows – are now managed through Primeur's platform in a **secure and performing** manner.

They were finally able to achieve SOX compliance thanks to the higher visibility and control on the information flow within the company, along with the improved **traceability and accountability** on the data integration process provided by the vertical integration tool.

The current solution is fully **scalable**: it allows the retail company to **integrate new countries in as little as 30 days**, successfully supporting them as they continue to grow.

ABOUT THE CUSTOMER

The Client is one of the largest and most prestigious retail conglomerates in Latin America.



We are Primeur, a smart Data Integration company who's been serving the world's largest organizations for over 35 years.

We support our customers' business processes, helping them simplify their data management while preserving their investments through a pure data integration approach.

Our mission is to make Data Integration simple, accessible and sustainable over time, reducing the complexity of companies' information systems and enabling them to evolve and scale.

For more information: www.primeur.com

