



Case Study Retail

Testimonial

“Mintec are providing services in the market that nobody else is able to offer. Much like most things in life, when there’s a service provider that’s meeting all your needs and is the top player in the industry, that’s setting themselves apart from everyone else, then you’re going to be able to keep your customers.”

Sam Pearl, Senior Buying Manager, Tesco PLC

ABOUT TESCO PLC

Tesco PLC is one of the world’s leading global retailers. Operating in 12 countries, with more than 7,000 stores world-wide, they employ over 500,000 people and serve tens of millions customers each and every week.

Founded in 1919 as a market stall in London’s East End, Tesco has stayed true to its original food retail heritage, however has also diversified into clothing, banking, electronics and homeware, offering these all at both physical stores and as an online delivery service.

THE CHALLENGE

As one of the world’s largest retailers, Tesco stores stock over 40,000 different products. Their procurement teams work with tens of thousands different raw materials which must be transported globally each and every day.

The Tesco commercial teams did not have the necessary time resources or internal ability to fulfil their own market intelligence needs in pursuit of providing customers with the best quality products at competitive prices.

They needed an organisation they could speak to on a regular basis, a system that regarded several different global markets and several different raw materials, and a support team that could respond immediately to various complex questions.

THE SOLUTION

Tesco identified Mintec as a provider of this service that no one else in the market offered.

It is Mintec insight that has supported the Tesco purchasing team to make informed procurement decisions and plan successful product strategies.

THE BENEFITS

Mintec data has become an integral part of Tesco’s procurement and product strategies. It is the breadth of data and access to insight Mintec provide that support the Tesco commercial teams and free up valuable time resources so they can focus on their core roles - negotiations, formulating products and supply strategy.

As the principal independent negotiating standard for European supply chain professionals, Senior Buying Manager, Sam Pearl, also notes that Mintec provides all their commercial functions, whether that be frozen, fresh or packaging with “one version of the truth, which is absolutely critical”.