



Discount Retail Consulting Experts in Discount Retail

The complete solution for
Discount Retail

Discount Retail Consulting GmbH

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we know the way - show the way - go the way



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About us

The Discount Developers

we know the way - show the way - go the way

- Discount Retail Consulting GmbH (DRC) is an international operating agency, specialized in discount retail
- Offices in Germany, Nigeria and Thailand
- DRC provides hands-on practical food and non-food discount retail formats start-up and scale-up expertise
- We help investors, retailers and FMCG manufacturers to grow their lean retail business
- We distinguishes from other retail consulting companies, as we are hands-on experts in develop and implementing Discount Retail on spot

International

Based in Germany

Discount strategies

Help growing

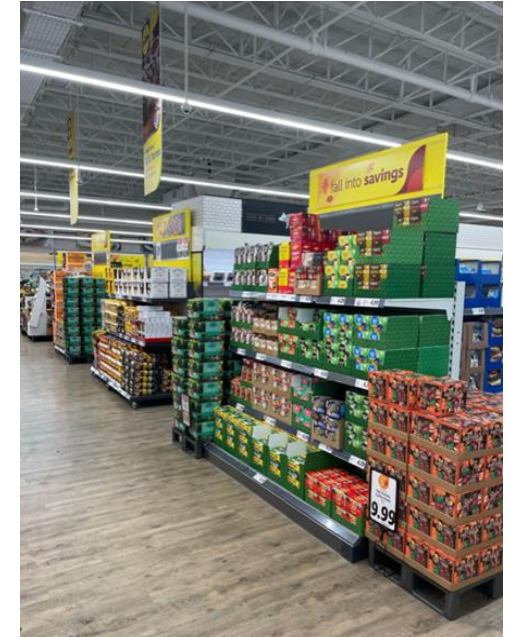
Unlike others



Our vision

The Discount Developers

- We believe our international retail expertise combined with the expertise of our clients enable us to bring fresh perspectives and creative thinking to help develop and/or improve their business (combining client's vision with DRC's vision)
- We provide strategic and operational advice, guidance and implementation based on three principles:
 1. practical analysis;
 2. pragmatic advice and guidance;
 3. hands-on implementation.



Expertise

Strategic advice

Operational advice

Guidance

Implementation

Develop & Improve



The Discount Developers

Our international expertise

- The Partners and Associates of DRC have a wide scaled experience from discount formats to supermarket concepts, and their way of working
- Our expertise ranges from market entry to supply chain solutions
- Whether your company is exploring new discount formats or transforming the current concept, we are able to provide tailor-made solutions and enhance your business by improving quality and adding value
- DRC is able to create, develop and turn-around concept with a profound strategic and financial business plan based on local market research and sector reference models.



Wide scaled experience

Tailor-made solutions

Adding value

Business plans

Local market research



The Discount Developers

Our approach and potential clients

- Our clients may be classical food and non-food store chains, internet-only organizations, multi-channel operators, or existing and new FMCG manufacturers supplying to retail
- Over the years DRC has garnered a significant database of best practices and sector reference models put together
- All DRC team members have abundant hands-on discount experience and as a result, offer to our clients lean and executable concepts and solutions that have been proven to be effective from practice over the years.



Multi-channels

Significant data base

Best practices

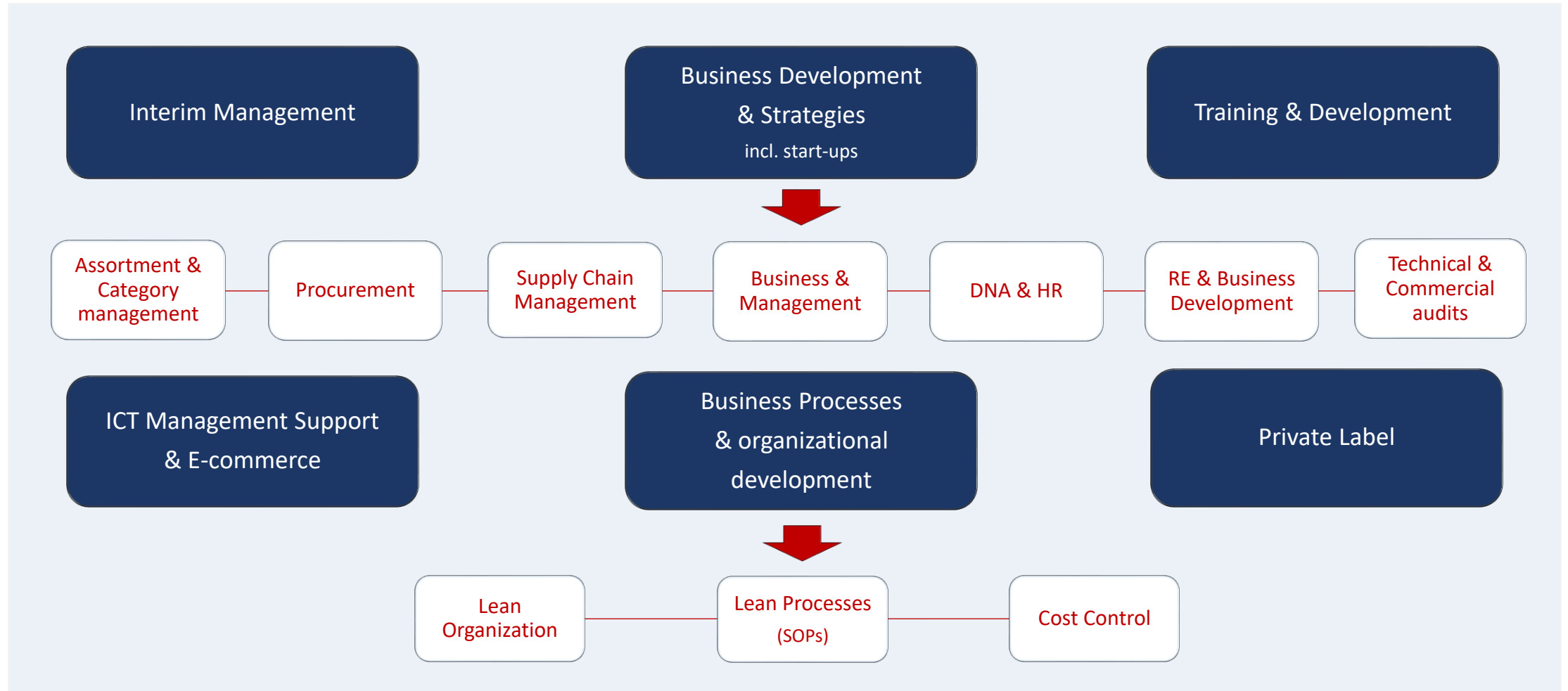
Hands-on

Executable concepts



Our main services

The Discount Developers



- Successful chain start-ups and market introduction (greenfield and brown field)
- Profound and tangible roadmaps to realize models or improving existing business concepts
- Standardize operation processes and lean retail organizations
- Strict project-, cost-management and execution
- Increase accountability and front-line effectiveness improving sales, EBIT and ROI
- Access to procurement for branded and private label food and non-food products
- Adding value to retail with e-commerce





The Discount Developers

What assets does DRC bring?

- Long term inside retail experience (40+ years)
- Clear vision on retail, supply chain and brands
- International retail and e-commerce experience
- Operating policies and business processes / manuals
- Interdisciplinary SCM experience from manufacturer to retail
- Structured way of working with lean processes, start-ups and scale-ups
- Hands-on and result-orientated
- Detailed, concrete and tangible Turn-Key projects

We plan,
develop and
... implement

Non of the
big consultancy firms
can do the hands-on
implementation

Ask them; they will admit they
really can't do it



DRC reference projects

The Discount Developers

 <p>Government of the Netherlands</p>						
						
						
						

Marc Houppermans (Germany / Thailand)

..... has developed 20 years of broad interdisciplinary and international leadership experience, and is seasoned in leading tactical, strategical and operational business development projects to a success:

- **DRC** Discount Retail Consulting GmbH, Executive Partner, Germany / Thailand
- Business developer, e-commerce discounter (a DSV company), Netherlands
- Managing Director and Board member, **Aldi, Netherlands (13 years)**
- Assistant to the Board, **Aldi Einkauf**, Germany
- Lean Black Belt manager global OEM Sales & Marketing, Philips N.V., Germany
- Consultant, KPMG, Netherlands
- Business manager, Philips Medical, Japan
- MBA, Maastricht University, Netherlands
- MSc Asian Studies, ICU Tokyo, Japan



William Snollaerts (Nigeria / Netherlands)

..... has practiced a wide scale of disciplines on operational, tactical and strategic level, and is internationally seasoned in leading multi-functional and multi-cultural teams:

- **DRC** Retail Consult Enterprise, Executive Partner, Nigeria
- Retail Director, Gourmet, Egypt
- CEO / Board advisor, JARA EDLP Nigeria Ltd., Nigeria
- Commercial Project Director, Lenta LLC, Russia
- CEO, Olivier supermarkets, CJSC Smart Value Retail, Russia
- Interim Country manager, Dixy neighborhood stores, Russia
- Managing Director and Board member, **Aldi, Netherlands (17 years)**
- HR Development manager, Hero, Netherlands
- Applied Science, Avans University, Netherlands





Our skill-set (1/2)

The Discount Developers

Start-up & Development	Skill set
Format & brand development	Mission, Vision & Values (DNA), Brand book, Customer proposition, Key format features (SKU matrix, sales floor, attributes), Look & Feel, Category roles, Grouping & Routing, Architectural & technical design (MEP)
Organizational design & Management	Organizational design & evolution, Department & Job descriptions, Management principles, Internal communication & Corporate culture policy (DNA)
ICT	IT strategy plan, RFP, FDD, Business process customizations, BI & Dashboard development, IT support management, E-commerce platform development, IT regulations
Financial	Chart of Accounts, CAPEX & (pre)OPEX calculations, Projections, P&L structure, Payment procedures, Money inflow processes, Work capital, etc.
Fit-out & Equipment	Store lay-out, Sales floor & Backhouse, Materials & Equipment sourcing (racking, baskets, check-outs, etc.), MEP, Calculations, Contracts with store-fitters, etc.
Commercial strategies & policies	Procurement strategy, Suppliers approach, Assortment policy, Category management, Pricing strategy, Marketing (see also next slide), Merchandize guidelines, Promo and In & Out strategy, Suppliers contract, Business processes (various), Master data structure



Our skill-set (2/2)

The Discount Developers

Start-up & Development	Skill set
Business Development & Real Estate	Real estate acquisition strategy, Store implementation policy, Location assessment, Sales estimation methodology, Rental fee calculations
Assortment & Private Label development	Procurement strategy, Assortment policy, PL - concept development, setting-up PL dept. (systems, tools, people), master data
HR	HR vision & strategy, Recruitment strategy plan, JD policy & Job descriptions, T&D policy & Training programs, C&B policy, P&A policy, HR regulations, PEX calculations
SCM & Logistics	Ideal DC structure, Supply chain management, Business processes for Goods Receiving, Internal transport, Order picking, Controlling, Shipment planning, Factoring
Operations	Business processes for Ordering, Goods receiving, Merchandizing (placing, facing, pricing), Check-out operations, Write offs, Returns, Stock control, Price control, Inventory & Stock taking, Opening & Closing procedures, HACCP & Food safety, Security, etc.
NSO	NSO planning, Equipment, Staffing, NSO-marketing
Marketing	Marketing strategy, digital marketing, E-commerce, Indoor & Outdoor communications



DRC team; Business Development Associates (1/2)

The Discount Developers



Geert-Jan ten Hoonte (Indonesia)

- has more than 30 years of international retail and consultancy experience on C-level in emerging markets. Next to his current CEO position, Geert-Jan holds various Board positions and is connected as a Consultant to various Investment companies in Asia.



Rolf Schneider (Germany)

- has more than 30 years of international retail experience in the fields of store operations, training & coaching, and organizational development. Rolf is skilled in business development in FMCG for emerging markets and well connected to various key players in modern trade chains in Asia.



Harm Vissers (Netherlands)

- masters 4 languages: German, French, Dutch and English. Harm has a more than 15 years track record in discount retailing and has experience in the fields of sales, procurement, real estate, logistics, HR and accounting. Harm's main interests lie in retail project development and sales training.



Ivan Muhek (HR)

- has almost 20 years of international retail experience in procurement and sales throughout Europe and Middle East. Besides being experienced in leading multicultural teams and managing high value negotiations, he has proven record in building tailor-made assortment mix and private label development.



Ignacio Gomez Escobar (Columbia)

- has more than 30 years experience in strategy, development, operations, and restructuring hypermarkets, supermarkets, convenience stores, shopping malls, and hard discount stores in LATAM and Spain. Ignacio holds various national and international executive and non-executive board functions and is university professor.



Reinhard Richter (Germany)

- has more than 30 years of international hard discount retail in Germany and Spain. Reinhard is expert in sales and FMCG supply chain and business excellence lean process operations. Now Reinhard's main interests lay in private label product procurement, lean organization and process development and optimization.



Bart van Keulen (Netherlands)

- has more than 20 years of experience in discount retailing, wholesale and logistics operations. Expert in Logistics & Supply Chain Management. Knowledge of transport, handling, fresh and cooling FMCG products. Bart's main interests lay in process optimization and building sustainable supply chains.



Ivan Butorin (Russia)

- has more than 20 years experience in leading procurement process with largest Russian retailers. He used his targeted skills to provide retailers stakeholders with the best purchasing power among peers. Ivan's main interests lay in procurement, operations and supply chain.



DRC team; Business Development Associates (2/2)

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Tomasz Waligorski (Poland)

- has over 25 years of (international) experience in retail at discount and supermarket segments. Tomasz used to work for food and nonfood chains. Tomasz's skill-set features business strategy, commercial strategy, operations management, transformation of retail organizations and digital transformation.



Harm Peter Wijnstok (Netherlands)

- has gained years of in-depth experience in several executive positions in on- and off-line retail, wholesale, logistics and FMCG production. Now Harm-Peter's main interests lie in developing opportunities and cost efficient operations in on-line retailing and in fresh produce.



Mark Field (Australia)

- has 30 years of International Food Manufacturing, Private Equity and Retail experience on global C-level. His main interests lie in customer led Product Innovation, Global Sourcing, Brand & Marketing, Food Safety and Responsible Sourcing.



Oguzan Turkmenoglu (Kazakhstan)

- has over 25 years of local and international FMCG retail experience mainly in post Soviet countries enriched with FMCG production, sales and distribution. He prepared feasibilities of discount and neighborhood retail chain concepts in Central Asia.



Peter Winters (Netherlands)

- is a no nonsense expert in (re)building organizations to a profitable status in highly competitive markets. His field of expertise includes retail (hard discount), hospitality and leisure in The Netherlands, Germany and South Africa. Providing his experience to develop organizations in emerging markets, supporting a value oriented focus, is where his current interest lies.



Federico Spadea (USA)

- has more than 18 years of international retail and consultancy experience having developed programs and managed teams in USA, Japan, Hong Kong, South Africa, the Netherlands and Spain. His main interests lie in Merchandising, Marketing, Branding, Sales, Product Development and Procurement.



Alfred de Vreeze (Netherlands)

- is an energetic Retail & FMCG Expert with excellent sales, operational and business development skills. A results- orientated professional with a proven ability to get results, generate revenue, improve service as well as reduce costs. Over 20 years of C-level management and consulting experience in competitive industries.



Jaco de Swardt (South Africa)

- is an experience Retail Expert with excellent procurement, financial and business management skills. A target-orientated professional with a proven ability to get results. Over 35 years of C-level management within the African continent.

The Discounter Developers

10. Jahrgang
Jahrgang

HANDEL

Corona beflügelt Discounter in Mittelosteuropa

Qualität zum niedrigen Preis nicht wider in den Fokus der Kunden - Deutsche Discounter erhöhen das Expansionstempo

Wirtschaft: Deutsche Discounter bauen ihre Präsenz in Osteuropa aus. Insbesondere in Polen, wo die Discounter in der Handelskette und im effizienten Einkaufsvorgang einen wichtigen Stellenwert einnehmen. Lidl eröffnet fast eine Million Euro Investitionsbudget in der Region und investiert am meisten.

Deutsche Discounterunternehmen erhöhen das Expansionstempo in Mittelosteuropa. Aldi Nord in Polen gibt ein 1,2-Milliarden-Euro-Budget für 2023 an. Auch Lidl hat ein 1,2-Milliarden-Euro-Budget für 2023 an. Die Discounter erhöhen das Expansionstempo in der Region. Lidl eröffnet fast eine Million Euro Investitionsbudget in der Region und investiert am meisten.



Deutsche Discounter in Osteuropa

Angeben 2019 in Mio. Euro

	Umsatz	Veränderung zum Vorjahr	Umsatz	Veränderung zum Vorjahr
Lidl*	14.911	19,0	1.001	5,9
Aldi	3.779	6,5	58	1,9
Aldi	1.612	15,2	7	0,4

*Lidl ist die Summe von Lidl und Lidl Plus

Quelle: Statista, basierend auf den Geschäftsberichten der Discounter

Die Discounter in Osteuropa

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Lidl startet bald in Nordmazedonien

Die Discounter in Nordmazedonien

Die Discounter in Nordmazedonien

Wie der Erfinder des Disco sich ins Abseits transformiert

Die Discounter in Nordmazedonien

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EINE SCHRECKLICH NETTE FAMILIE

Die Aldi-Erben beschäftigen die Gerichte.



Wie der Erfinder des Disco sich ins Abseits transformiert

Die Discounter in Nordmazedonien

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Handelsblatt: The 'invasion' of the German discount supermarket chain Aldi in China is coming

Die Discounter in Nordmazedonien



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Opening nieuw filiaal Nuth eerste zichtbare resultaat van Convenant Aldi en Parkstad



Overheden en marktpartijen content over regionale samenwerking

De opening van de nieuwe Aldi in Nuth op woensdag 25 juli is het eerste tastbare resultaat van de regionale samenwerking tussen Stadsregio Parkstad, de Parkstad-gemeenten en Aldi. Om dit succes te vieren en de gezamenlijke ambities te onderstrepen kwamen de betrokken partijen vandaag bijeen bij

[Parkstad-Limburg: 7/2018 – store opening](#)

NIEUWS ACTUEEL

ALDI Roermond aantrekkelijkste werkgever Midden-Limburg

De Ondernemer 5 februari 2016



[De Ondernemer – Aldi most attractive employee 2/2016](#)

The Discount Developers

Desist from partisan politics, group tells Edo governors

A political exception from the general rule that no politician should be involved in partisan politics, a group of Edo State politicians has urged the state's governor to desist from partisan politics.

The Governor of the state, Mr. Godwin Obaseki, made the appeal in his capacity as a politician, and not as a politician.

Obaseki, who was elected to the governorship of the state for a second term in the 2019 elections, said that the role of the governor is to lead the state, and not to be involved in partisan politics.

He said that it was not right for a governor to be involved in partisan politics, and that the role of the governor is to lead the state, and not to be involved in partisan politics.

Obaseki said that the role of the governor is to lead the state, and not to be involved in partisan politics, and that the role of the governor is to lead the state, and not to be involved in partisan politics.

Chair Executive Office (CEO), William Snollaerts, and Executive Director, Property and Development Agency (EDPA), William Snollaerts, shake hands after the signing of the JARA (Jara Development) Agreement.

News source – Nairaland 06.2018

https://www.nairaland.com/4542775/ease-doing-business-fg-tackles

News source – Independent 03.2020

https://independent.ng/nigeria-can-be-world-economic-superpower-in-next-10-years-snollaerts/

Nigeria Can Be World Economic Superpower In Next 10 Years - Snollaerts



KNOWLEDGE CENTRE CONSULTING INSIGHTS STORE NEWS

EDLP Nigeria set to open its second Jara discount supermarket, in Benin City

Mar 4, 2020



EDLP Nigeria, a new player in Nigeria's supermarket sector, is set to open its second discount supermarket. The new store, in Benin City, follows the successful launch of the company's flagship store in Jara Mall, Ikeja (Lagos).

EDLP Nigeria's first store opened on the 20th December 2019 at the Jara Mall in Ikeja, Lagos. We estimate it has 2,000m² of retail space. The mall also hosts a new outlet of the Domino's Pizza and Cold Stone Creamery franchises. The company describes itself as Nigeria's first discount supermarket chain, and stocks a mixture of premium imported brands and some Nigerian brands. It launched its loyalty

JARA'LL CHANGE SHOPPING EXPERIENCE IN EDO – MD

observer March 18, 2020 Business, Inside Edo, LATEST NEWS, OPINIONS 1,424 Views Leave a comment

Facebook Twitter Stumbleupon LinkedIn Pinterest

Mr. William Snollaerts, is the Managing Director of JARA Development Limited, a discount supermarket and retail chain, which has just opened a new outlet in Benin City, the Edo State capital. In this interview, he explains how the conducive business climate facilitated by the Governor Obaseki-led government in Edo State made their incursion into the state seamless and the company's strategies to transform the shopping experience in the ancliet city. EXCERPTS:

Can you give us a general overview of your operations in Nigeria so far?

JARA is a brand new store concept and it opened its first store last December in Lagos. Over the coming years, we aim to grow to at least 100 stores. JARA is Nigeria's first discount supermarket and retail chain, created by Nigerians, and specifically for the Nigerian retail market. JARA offers customers the best value on all the core products that satisfy all their everyday needs.

News source – The Observer, 06.2018

https://nigerianobservernews.com/2020/03/jara-all-change-shopping-experience-in-edo-md/

News source – Trendhype 03.2020

https://trendtype.com/news/jara-discount-supermarket-benin-city/

WLIGHT

CAREERS COVER ECONOMY EDUCATION EVENTS COLUMN ART AND BEYOND HEALTH INTERVIEWS

NEWS

PRESS RELEASE

First indigenous discount store in S'South opens in Benin

Published 3 years ago on March 17, 2020
By National Light

THE Edo State Governor, Godwin Obaseki, has commissioned the first indigenous discount store -JARA, in South-South, in Benin City, the Edo State capital, and called on Nigerians to patronise locally-made products to grow the country's Gross Domestic Product (GDP).

He said the discount store was established through a Private Public Partnership (PPP) between the Edo State Government and JARA (EDLP Nigeria Ltd) via the Edo Development and Property Agency (EDPA) to boost local manufacturing and sales of made in Nigeria products at affordable prices.

He said the state government plans to stimulate the setting up of at least between 10 to 20 discount stores in the state, urging local government chairmen to make land available where developers can leverage to build block of stores.



Constructing new shopping mall
incl. JARA store,

Lagos, Nigeria 2019

Signing the contracts for 3 stores at
Governor's House

Benin City, Nigeria, 2018



Opening first
Discount store in
Lagos, Nigeria

Lagos, Nigeria
December 2019

Launching
JARA loyalty card,

January 2020



Further DRC reference projects around the world

The Discount Developers



Projects in Europe:

- Lidl (review / benchmark discounters)
- DSV (discount e-commerce platform)
- EMD (contract common buying with Lenta, Russia)
- Picnic (start-up online supermarket incl. delivery)
- EBRD (retail & FMCG senior project advisory)



The Discount Developers

DRC team; business partners

We partner with various professional companies, expertised in:

- Strategy & business development
- Concept development
- Marketing & communication
- ICT
- Supply chain & logistics
- Procurement
- Store equipment
- and more.





Thank you for your attention

we know the way - show the way - go the way

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