



# Integrated partner & alliance ecosystem

## KPMG Connected Enterprise for Consumer and Retail (C&R)

Third-party alliances can help increase your speed to market, reduce costs, mitigate risks, and supplement capability gaps. That's why identifying, integrating, and managing third parties effectively are key goals for a connected enterprise, especially in consumer and retail (C&R) environments.

Building the right partnerships and alliances can bring your company competitive edge. But the success of these partnerships requires a more fluid, flexible business model, people, and systems.

You can create that environment by building networks of partners and alliances, ensuring their systems can talk to each other through application programming interfaces (APIs), and carefully managing the effective integration of all parts. By establishing effective communications and data sharing practices, you can extend your business's growth and compete in new markets.

### Key considerations

- How can you identify partners, alliances, and vendors to fill capability gaps?
- Is your approach to shared services cost efficient and consistent?
- Do you have a defined, efficient, and risk-reducing onboarding process?
- How can you certify and monitor partners' performance and continued understanding of your mission?



### How KPMG can help

- Developing a strategy to build and manage a strategic network of partnerships and alliances
- Identifying ideal potential partners to boost your business goals – and building interfaces between multiple systems
- Navigating the complex world of data protection, cybersecurity and the small print involved in your transactions with partners and customers
- Objectively assessing how effectively your current outsourcing providers are leveraging digital labor solutions and providing valuable insight into future options



## Harmonize to serve customers

Our client is a wholesale distribution company with a diversified business across the food, hardware, and liquor sectors. As a highly siloed business with multiple systems, manual processes and disconnected middle and back-office functions, our client needed to simplify, harmonize and become future-ready. KPMG responded to our client's transformation needs by using the Connected and Powered Enterprise approaches. Our proposed solution was centered on the Powered technology program, with a north star target towards making the client a more connected enterprise. KPMG helped centralize their finance functions and harmonize the three core pillars of the business by leveraging alliances with accelerators.

***We deliver the results that matter.***

## What does a Connected Enterprise look like?

The most successful organizations exhibit eight characteristics that span all aspects of the enterprise. The capabilities of front office, middle office and back office integrate efficiently to support the brands, products and services, interactions and workforce



## Make the connection

- Generate business value at every stage of your transformation journey
- Build an insights-driven, digital and customer centric business
- Empower and enable your people to align the organization for agility and performance
- Engineer secure architectures to enable agile, high-speed innovation

## KPMG Connected Enterprise for Consumer & Retail

KPMG Connected C&R is an approach, supported by a suite of customizable applications designed expressly for C&R businesses. It connects all areas of your organization, and it connects you with your customers across all digital channels. By capturing more and better consumer information, it enables you to develop insights that can inform your decision-making. KPMG Connect C&R moves you from siloed to efficient and turns intelligence into action plans. See what it can do for you.

## Contact us



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