Qlik

CUSTOMER STORY

ANALYTICS

Landi

Qlik® brings transparency to LANDI's operational and sales processes

BISON
LEADING BUSINESS IT SOLUTIONS

About LANDI

LANDI is one of Switzerland's largest retail and agricultural organizations and operates over 270 LANDI stores nationwide based on a uniform concept. These stores serve both private and business customers and offer a wide range of products, ranging from agricultural goods and grain management to consumer goods for everyday needs. LANDI combines deep-rooted ties to local farming communities with a strong retail presence, supports the region, and provides essential services to thousands of customers.

At LANDI Düdingen-Guin, for example, more than 110 employees work at seven locations, serve approximately 8,000 customers, and collaborate with 150 suppliers. The company's activities include grain procurement and management, retail sales, and a wide range of specialized services for the agricultural sector.

Solution Overview

Customer Name
LANDI

Industry
Retail and Agricultural Trade

Geography
Switzerland, EMEA

Function
Trading

Challenges

- Outdated operating system
- Rapidly changing operational and transactional data
- Users without specialized technical knowledge

Solution

Qlik Sense® was implemented by BISON and integrated into the existing BISON ERP landscape.

Results

Faster decision-making, less time spent on inventory searches, improved transparency for management and store managers, a better understanding of customer behavior, and measurable efficiency gains at all locations.

Greater transparency throughout the entire LANDI supply chain

Every LANDI branch generates a large amount of operational and transaction data every day: deliveries, sales, inventory movements, and numerous transactions related to agricultural and retail processes. This data provides a valuable foundation for informed decision-making, but until now, it has been difficult to analyze it quickly, reliably, and in a cross-system context.

LANDI therefore set out to achieve near-real-time transparency in the constantly changing operational data of all its stores. To do this, transaction data from multiple systems, including the BISON ERP and supplementary applications, had to be consolidated at short intervals and made available on an analytics platform that even non-technical users could operate intuitively.

As Marie-Madeleine Aebischer of LANDI agricultural trade explains, employees need a tool that makes analyses "quick, easy, and available at the click of a button," whether they involve sales trends, inventory changes, or unusual fluctuations.

LANDI had an outdated reporting system. Its previous reports were static, slow, and often generated manually. It needed a modern, integrated solution that met the following requirements:

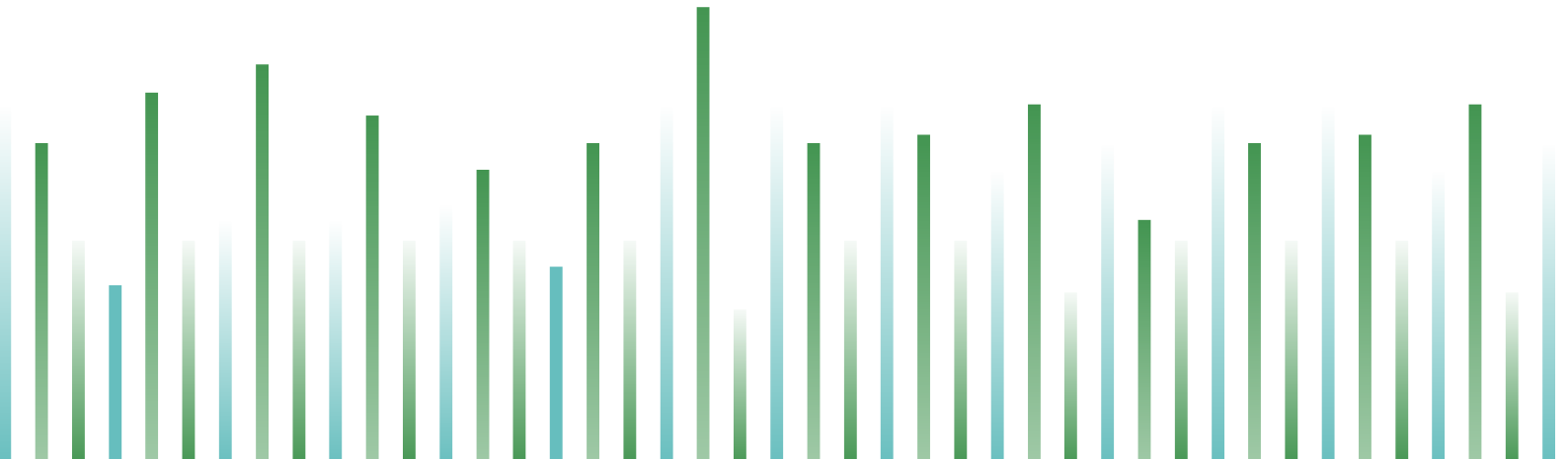
- Transparency regarding rapidly changing operational and transaction data, particularly regarding inventory movements, inventory variances, sales, and trends.
- Faster decision-making processes, from store managers to senior management.
- Empower users in the agricultural trade, retail, and logistics sectors with self-service analytics, without requiring specialized technical knowledge.

Implementation of Qlik with close involvement of the business unit

With the support of Qlik partner BISON, LANDI implemented Qlik as its central platform for reporting and analytics. The goal was not only to modernize reporting but also to rethink the entire BI function. Close collaboration with the business units Retail, Agricultural Trade, and Logistics in particular ensured that the actual requirements of day-to-day operations were considered.

Qlik proved to be the optimal solution because the platform can process data that is constantly updated and seamlessly integrates multiple sources. Thanks to its tight integration with the existing ERP landscape, all transaction data is consolidated automatically and reliably. This gives employees immediate insights into their operational processes via an intuitive interface that can be used even without in-depth BI knowledge. In addition, Qlik enables dynamic real-time comparisons between stores, time periods, product categories, or transaction types, thereby supporting nuanced operational management decisions.

What sets this solution apart is the shift from traditional, static reporting to real-time business intelligence. Information needed for decision-making, which used to be available only the following day, is now available on an ongoing basis. A fragmented system landscape has been transformed into an integrated platform that makes it possible to replace reactive processes with proactive action.



Greater Efficiency and Better Decisions in Day-to-Day Operations

Thanks to Qlik, LANDI now benefits from significantly faster and more accurate insights. Inventory analyses, which previously had to be conducted manually and were time-consuming, can now be reviewed much more quickly. Employees in the agricultural and retail sectors can immediately identify deviations, trends, or anomalies and take action more quickly, resulting in a decisive advantage in an environment where product assortment management, seasonal demand, and logistics processes are closely intertwined.

Operational efficiency has also improved significantly: Analyses are available in a timely manner, enabling proactive management and continuous improvement. The high level of data transparency supports informed decision-making at all levels such as strategic planning by the executive team and the day-to-day decisions made by store managers.

Furthermore, insights into customer behavior, such as frequently purchased-together products or store-specific sales patterns, create new opportunities for product assortment optimization, promotional activities, and staff planning. Marie-Madeleine Aebischer, an employee in the agricultural trade division, explains, “We don’t view Qlik as merely a reporting tool, but rather as an active work tool that we use every day and that noticeably facilitates collaboration between stores, departments, and locations.”

The solution’s flexible scalability makes it suitable for a wide range of business units within the LANDI organization, supporting both large distributors and specialized business units. With hundreds of applications and a broad user base, Qlik is now firmly embedded in the daily work of LANDI’s teams and forms the foundation for data-driven decisions in a complex, dynamic environment. Within one year, the targeted enhancement of BI analytics at LANDI improved support efficiency by approximately 30%, saving around 400 hours annually.

Marie-Madeleine Aebischer

Agricultural Trade Associate,
LANDI Düdingen-Guin

“With Qlik, we’ve transformed our reporting from a manual, time-consuming process into a strategic tool that supports our day-to-day operations. The ability to analyze inventory variances, sales trends, and customer behavior in real time has significantly improved our efficiency and transparency. I would recommend Qlik to any company with complex data and reporting needs.”

Marie-Madeleine Aebischer, Agricultural Trade Associate, LANDI Düdingen-Guin

About Qlik

Qlik helps teams get more out of AI with data they can rely on and control. It delivers trusted data products, a powerful analytics engine, and AI agents. This helps teams reduce risk, keep operating costs in check, and scale AI responsibly as needs evolve. Used by 75% of the Fortune 500, Qlik supports customers worldwide. Qlik works with the systems and partners customers already use, so teams can stay flexible without lock-in.

qlik.com

About BISON

BISON Group is a leading provider of ERP and software solutions with a strong industry focus. For more than four decades, the company has been helping businesses digitalize value chains in retail, wholesale, agriculture, energy, and commodity trading. Its portfolio combines industry-specific ERP solutions with BI & Analytics, integration services, digital commerce, and specialized applications. By combining deep domain expertise with modern technology, BISON delivers scalable platforms that support end-to-end business processes and data-driven decision-making. From consulting and implementation to operations and support, BISON helps organizations increase transparency, efficiency, and agility in a rapidly changing business environment.

bison-group.com

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