

## Chinese Supermarket Chain QKL Stores Selects Manhattan Associates's™ Supply Chain Platform

Leading regional supermarket chain in Northeast China and IGA member to deploy Manhattan ILS

Global supply chain optimisation provider Manhattan Associates, Inc. (NASDAQ: MANH) has announced that QKL Stores Inc. (OTC Bulletin Board: QKLS), a leading regional supermarket chain in Northeast China and a member of the Independent Grocers Alliance (IGA), has chosen Manhattan ILS: Integrated Logistics Solutions, built on Microsoft.NET, as the technological cornerstone of a supply chain development programme to support its expanding store network in the Heilongjiang, Jilin and Liaoning Provinces and in the autonomous region of Inner Mongolia. Following a rigorous vendor selection exercise, QKL Stores chose Manhattan on the strength of its solutions, the experience of its people and the local support capabilities it offers clients throughout China including a rapid deployment capability for Manhattan ILS. The solution will be installed initially at QKL Stores 211,000 sq. ft (19,600 sq. m.) regional distribution centre (RDC) in Harbin, Heilongjiang and will allow the retailer to increase its picking options within the facility (by pallet, case, split case, carton) and introduce accelerated distribution techniques such as cross-docking and flow-through. The solution will be integrated with and complement other systems including radio-frequency (RF) technology and QKL Stores merchandising and enterprise resource planning (ERP) systems. With Manhattan ILS, QKL Stores expects it will be able to improve inventory accuracy, reduce inventory carrying costs, increase productivity within the DC, streamline its transportation operations and give it a lower total cost of ownership. Mr. Alan Stewart, chief operating officer at QKL Stores, commented, "We're embarking on an aggressive store expansion programme and whilst we needed a sophisticated distribution infrastructure, we wanted a proven and flexible supply chain technology platform that would not only support and facilitate our continued growth but could be deployed in a relatively short time frame. Equally important for us was being able to identify a solution that would provide us with a lower overall cost of ownership. Manhattan has a proven track record of helping clients optimise their supply chain performance in markets all around the world as well as in other parts of China, so we have every confidence in the ability of Manhattan ILS to help us across this North-eastern part of China and to give us the positive return on our investment we are seeking both in the short and longer term." According to Jeff Baum, Manhattan Associates senior vice president, International (Asia Pacific), "We're delighted to have been selected by one of China's foremost grocery retail multiples and look forward to working closely with QKL Stores to help them build a world-class distribution infrastructure. The ultimate goal of our work together is to streamline QKL Stores entire supply chain, keep their products stocked on retail shelves, and maximise customer satisfaction. Manhattan ILS is a portfolio of robust, flexible and scalable distribution management and transportation management solutions built on Microsoft.NET technology. The solution manages all aspects of DC operations including receiving, put-away, picking, packing, shipping and transportation, and supports advanced distribution techniques like cross-docking and flow-through. It also facilitates trading partner management and allows operational data to be shared across the enterprise and the wider supply chain. It helps customers to reduce inventory and operational costs, shorten fulfilment cycles, increase inventory turns, improve customer service and benefit from a lower total cost of ownership. For more information on Manhattan ILS, go to [www.manh.com/ils\\_net](http://www.manh.com/ils_net). About QKL Stores Inc. Based in DaQing, China, QKL Stores Inc. is a leading regional supermarket chain operating in Northeast China. QKL Stores sells a broad selection of merchandise, including groceries, fresh food, and non-food items, through its retail supermarkets, hypermarket stores, and department stores. For more information, please visit [www.qkl.cn](http://www.qkl.cn). About Manhattan Associates, Inc. Manhattan Associates continues to deliver on its 19-year heritage of providing global supply chain excellence to more than 1,200 customers worldwide that consider supply chain optimisation core to their strategic market leadership. The company's supply chain innovations include: Manhattan SCOPE, a portfolio of software solutions and technology that leverages a Supply Chain Process Platform to help organisations optimise their supply chains from planning through execution; Manhattan ILS, a portfolio of distribution management and transportation management solutions built on Microsoft.NET technology; and Manhattan Carrier, a suite of supply chain solutions specifically addressing the needs of the motor carrier industry. For more information, please visit [www.manh.com](http://www.manh.com).