

Why IR-as-a-Service Wins for Mondelēz

Capability	IRaaS (Option 3/5)	Trax/SFA (Option 1/2)	In-House (Option 4)
Speed to Deploy	✓ 20 days	✗ 6+ months	✗ 12–18 months
Catalog Management	✓ 100K SKUs preloaded, 1-day onboarding	✗ Manual, slow	✗ Needs custom development
Custom KPIs	✓ Build your own metrics, use existing BI	✗ Vendor defined	✓ With effort
Ownership of Data	✓ Full access, raw outputs	✗ Proprietary	✓ Full access
Scalability	✓ Add modules, markets, use cases flexibly	✗ Fixed, locked roadmap	✗ Slower to evolve
TCO	✓ Predictable, enterprise-ready	✗ High, usage-based	✗ Staff + infra intensive
Future-Ready	✓ Synthetic data, flexible input, AI stack	✗ Static roadmap	● Depends on team capability
Use Case Compatibility Snapshot			
Use Case	IRaaS (Option 3/5)	Trax/SFA (Option 1/2)	In-House (Option 4)
Planogram Compliance	✓	✓	Custom build
Promo Compliance	✓	✓	✗
Backroom Inventory	✓	✗	● Custom
Real-Time Insights	✓ < 5 min	✗ 24–72h	● Depends
Multi-input Support	✓ Field / Crowd / Retailer	✗	✓

