

CD-ROMs to customers that could be used to order from a select number of items. ASDA would update the CD-ROM periodically with changes to prices and products available, as well as information on special offers and promotional campaigns. However, the system proved cumbersome and unpopular with customers.

In 2001 the company rolled out their internet-based order system called ASDA@home. Although the online service proved more flexible and effective than the CD-ROM initiative, the service was only available in a very limited number of locations. ASDA did not have anything like the number of stores around the country that Tesco had and this limited their ability to distribute groceries in key locations. However, where the service was available ASDA offered a free delivery for orders exceeding £99, something Tesco had not considered.

Sainsbury's is the nearest rivals to Tesco but was slow to develop an online service. It was only after former Prudential boss Sir Peter Davis took over that the company took the online service seriously and backed it with significant investment. Sir Peter saw the benefits of the internet after successfully implementing an online strategy for delivery of financial products in the insurance industry.

Although the company is still playing catch up with Tesco for market share of online services, giant strides have been made. The company can now service over 70% of the UK for online delivery services. Also, like Tesco, the company has been able to extend the reach of the brand using the internet. In particular, the 2004 marketing campaign focusing on price cuts across a range of products was a central feature of the promotional campaigns used on the website. The online service is likely to become an increasingly important channel for Sainsbury's in its pursuit of market share in the highly competitive supermarket industry.

Pricing policy of Tesco.com

The pricing policies of firms selling products and services via the internet has attracted the interest of various bodies including, in the UK, the Office of Fair Trading (OFT) and, in the EU, the European Commission. The OFT has been active in investigating some of the UK's biggest supermarkets following allegations of overcharging. Both Tesco and Sainsbury's have been accused of charging higher prices than are advertised on their websites; charging for a premium

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