

# ROADSHOW Territory Planner™



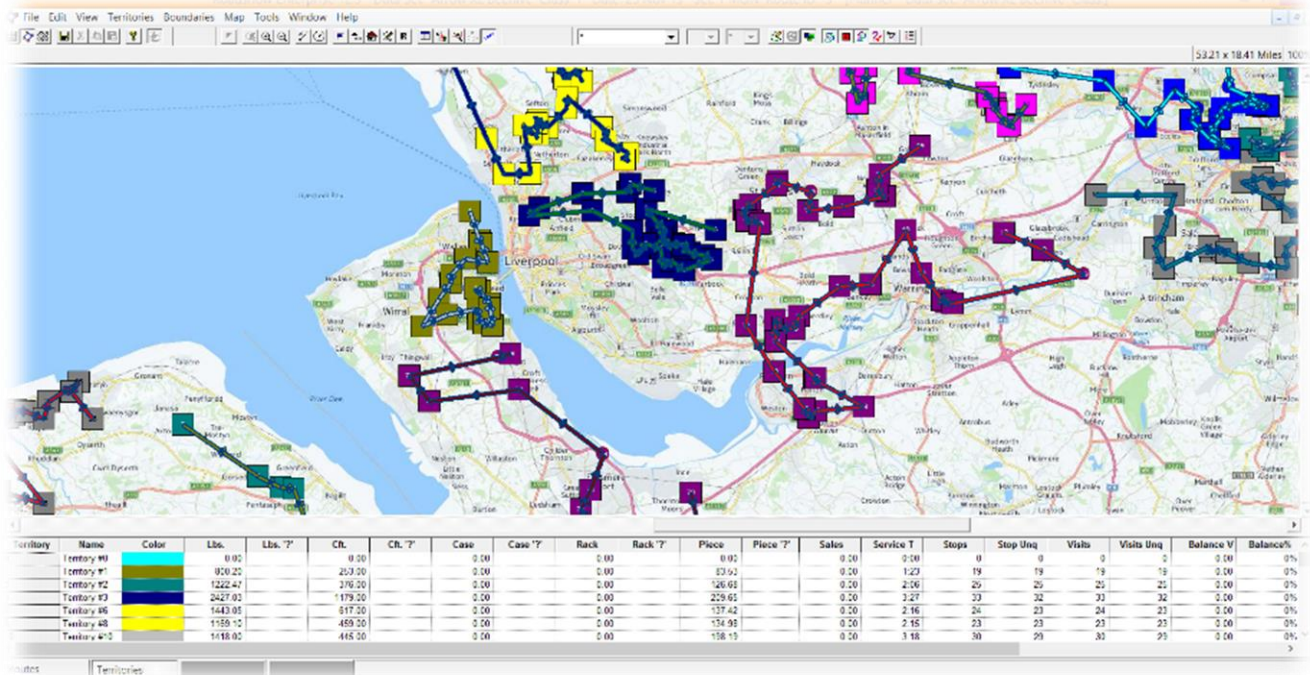
Route territories need to be defined to maximize utilisation, balance workloads, and minimize the cost-to-serve when fulfilling orders. Efficient delivery systems are needed to support these territories. Minimizing logistics costs while providing the level of service customers' demand is a constant challenge.

**Territory Planner™** is a strategic planning application that generates balanced territories and optimised route plans. The result is enhanced productivity and fleet utilisation, improved revenues and customer service, and lower mileage and operating costs. As part of the Delivery Management Suite, it improves the efficiency, visibility, and service levels of routing plans.

A recognized innovator in the field for over 20 years, we are the market leader in the delivery applications market. More than 700 companies have deployed our solutions, a firm with extensive logistics expertise and experience in DSD (Direct Store Delivery) environments. Customers have enjoyed such benefits as a 10% to 20% increase in daily deliveries made, a 10% drop in fuel consumption and a 20% increase in vehicle utilisation.

## ENHANCE SALES PRODUCTIVITY

Roadshow™ Territory Planner streamlines fixed day deliveries operations to drive reduced delivery costs.





**ROADSHOW Territory Planner™** evaluates geographic distribution and delivery potential for each customer to establish optimal territory and route definitions. Factors considered include minimizing travel time, geographical location, delivery quantity and related costs and balancing opportunities.

**FEATURES**

**Each plan** is presented in rich graphic format. Territories, routes, and customer locations are all displayed on google or here.com street-level maps with associated cost implications. Views against such metrics as revenue, standard products, package size, and territory enable deep analysis.

**Intelligent bid support.** Provides insight needed to evaluate the impact of new business opportunities and bid appropriately. Facilitates assessment and allocation of delivery resources needed to support new business and new markets.

**Flexible “what if” analysis.** Accommodates reality of constant change with decision-making visibility. Provides operational baseline and tools needed to evaluate alternatives. Simple instant-change editing means routes are redrawn, schedules recalculated, and impact re-presented.

**Geographic intelligence.** Can employ an extensive digital road network to support street-level optimization and turn-by-turn directions. Provides more accurate drive time calculations than traditional point-to-point estimates. Considers weather and traffic-related conditions.

**Logistics expertise.** PDMC offers consulting services to support territory evaluations. With a proven ability to rapidly integrate to legacy and packaged solutions, Roadshow™ Territory Planner delivers exceptional speed to benefit. Return on investment is typically generated within a few months.

**BENEFITS**

**Territory Planner™** offers the functional depth to maximise the productivity of delivery, sales, presales and merchandising personnel it enables:

- Balanced territory assignments, workloads, and earnings potential
- Decreased drive time, route length, and fuel consumption
- Improved number of daily deliveries and delivery volume
- Increased delivery productive
- Objective analysis of territories to prioritise service
- Fully integrated with Roadshow™ Route Planner, not separate programs

