

Route accounting for direct store delivery



Effective direct store delivery with advanced route accounting

The last mile of the supply chain brings new opportunities and new complexities, including a proliferating number of SKUs, compliance initiatives mandated by retailers and suppliers, and adherence to government regulations.

The Infios route accounting solution creates the backbone of your business operations and helps you make the most of new opportunities. As the operational hub, this powerful solution manages routes, hand-held computing devices, customers and driver schedules. It also controls the integration between your back end accounting, ERP or warehouse management solution.

With our route accounting solution, you are able to drive costs down while increasing sales volume and revenue across a variety of perishable and non-perishable products, including soft drink, beer, baked goods, wine and spirits, candy and tobacco, and dairy. These powerful solutions provide sales order management, inventory management, route planning, delivery, driver reconciliation and financial accounting for the efficient execution of your front and back office operations.

Key benefits

Lower operating costs and improve customer services

Adjust delivery schedules to meet the needs of your customers

Access customer and product information quickly

Reduce errors in order processing

Reduce paper and improve collections

Easily manage complex pricing

Enable targeted selling for your sales team

Respond quickly to customer requests

Help ensure the safety of delivery vehicles

Easily determine asset location and performance

Understand your customers and competition

See where your team is and improve performance in real time

Flexibility is key for route accounting

Our route accounting solution is highly flexible to help you respond to the way you want to do business, not to a predetermined set of standards. More specifically, this powerful route accounting system allows your organization to efficiently track, respond and deliver your products and services in the timely manner your customers expect. Your customers expect not only on time delivery but also the ability to forecast sales and review historical performance.

This is where our solution excels; it helps you manage your mobile workforce and mobile field sales software applications.

Improve customer service and lower operating costs

Infios's route accounting solution enables you to focus on maintaining happy customers through a variety of intuitive functionality. You can manage customer call sequence to lower travel time, reduce unserved accounts and meet established delivery timelines. Upon truck loading, drivers confirm that the right products have been loaded and inventory is then tracked by route for easy viewing and reporting. Your customer service team is also able to enter and manage customer requests as they happen. Calls are timed and given a level of urgency. Response levels are also monitored to ensure the best possible service delivery.

The foundation of your DSD operations

Our solution provides a strong foundation for your DSD operations. Infios offers integrated modules for mobile pre-sales and delivery, survey management and data collection, warehouse operations, vending and business intelligence. Together, these applications enable you to leverage critical business data in ways that help you generate and take advantage of new sales opportunities.



Features

Rules-based, attribute-driven set-up and maintenance of complex pricing requirements

Order entry management and integrated dispatching

Comprehensive settlement capabilities

Seamless integration with third-party applications

Seamless integration to a variety of third-party ERP solutions

Customer-centric functionality

Usable GPS

Benefits

- Manage flexible pricing, discounts and promotions to help win new business and protect your existing customer base
- Manage all pricing and discounting options including customer-specific prices, group pricing, product quantity break pricing and more
- Speed entry of new telephone orders with the ability to generate new transactions based on customer-specific order templates
- Create route sequences that allow you to manage delivery schedules based on how often each customer needs to be serviced
- Drag and drop customers and orders on to routes already in the field; all in real time with visual dispatch/scheduling
- Leverage full in-store checkout capabilities
- Implement cash drawers and poll displays directly onto the system
- Improve collections with links to standard EDI messaging systems
- Benefit from standalone A/R
- Maximize the value of information contained in your ERP through integrated system communication
- Span the gap between what is offered in your ERP and what is required to operate a modern mobile sales, service and/or delivery organization
- Leverage a single view of information such as sales history, quotes, pricing, route schedules and proof of delivery for fast response to customer inquiries
- View in real time where your field force is and what they are doing
- Manage with real-time information to maximize customer service and route profitability