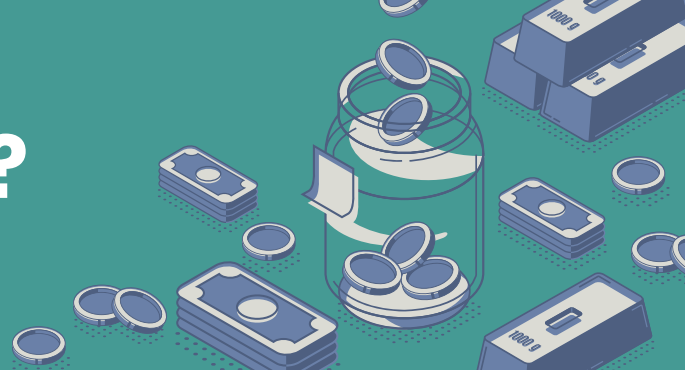


Why RouteMagic?

Drive Profitability & Revenue



Eliminate 'missed revenue' opportunities

Empower your mobile sales staff to make the most of any sales opportunity

- Adding a 'new customer' directly through the mobile app
- Cross-selling & up-selling to customers based on suggested orders and past history info
- Service remote customers with full offline app capabilities
- Tracking/charging for services such as rent for deposit items
- Taking 'forward orders' for future sales
- Selling to 'Cash Only Customers'
- Dealing with the seasonal increase in sales, by training new/temporary staff in just a couple of hours
- Supporting customers with more specific needs such as 'complex pricing strategy', 'product batches', 'compliance checks', 'end of site surveys', 'mandatory photos and signatures', 'free samples'
- Taking returns and providing replacement items rather than refunding money



Streamline your Business

Get a strong grip on your end-to-end operations.

- Enforce YOUR rules and processes: Just through a few clicks in the UI (75+ configuration settings in RouteMagic), define and automate your end-to-end business process and enforce at a granular level what the mobile workers and the back-office staff can/cannot do.
- Focus on the areas that matter, and cut losses: Not every route, every order, and every customer is profitable. RouteMagic is powered by a BI tool, so you can quickly slice and dice the data to identify the areas of business that you need to focus on to increase profitability.
- Automate the entire ordering process; work smoother & get paid quicker.
- Digitization is inevitable, and it is no longer the future: Don't let the transition catch you blind-folded. Get a distinctive edge over your competitors who will struggle with this change.
- Adopt an environmentally sustainable, paperless route towards productive expansion and growth



Over 100 Customers



Operating In 3 Countries



2000+ Mobile Workers Daily



Go Live In < a Week



low-cost monthly subscription

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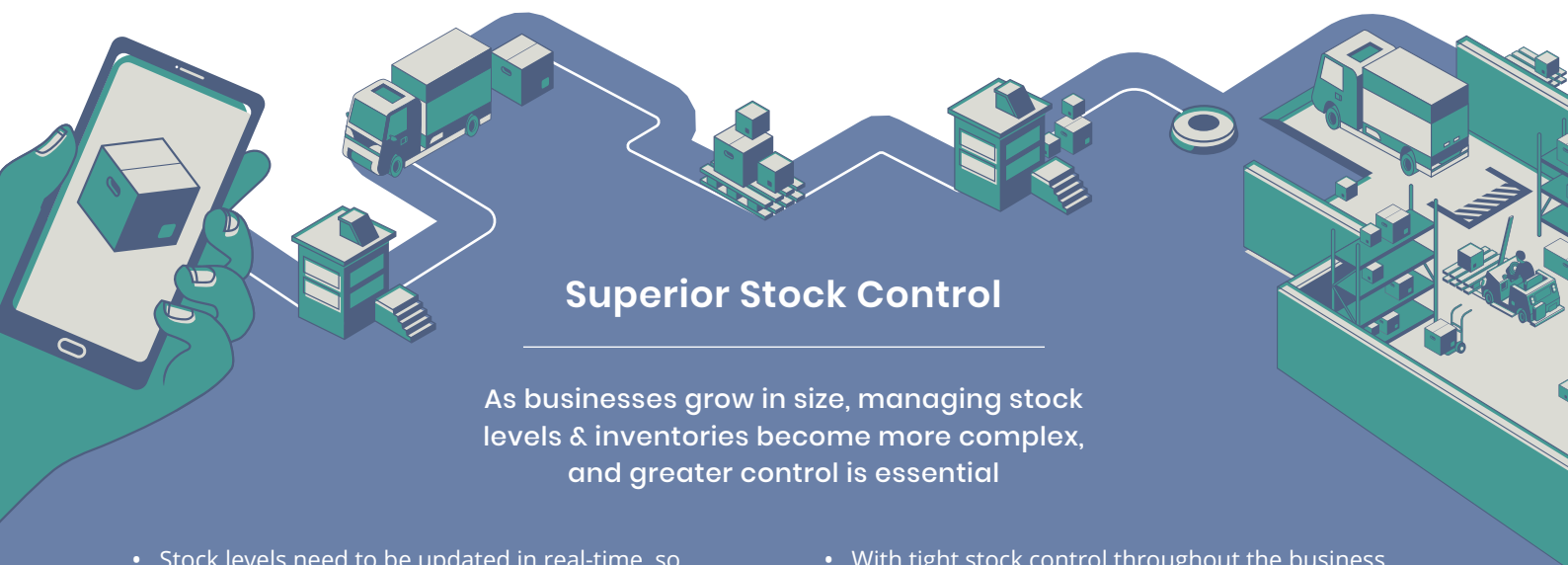
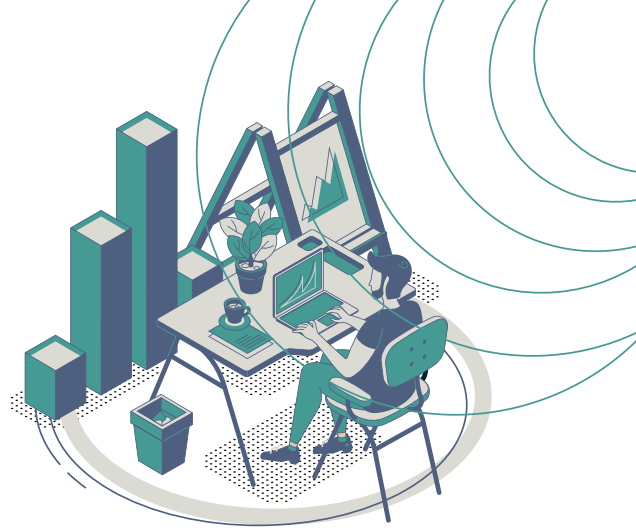
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routemagic****
Delivering Performance

Increase Staff Productivity

Irrespective of your industry, your staff can be at least 25% more productive

- A significant amount of your staff time goes in training, planning, managing and collecting details w.r.t their tasks – rather than in actual execution of these tasks. RouteMagic frees your staff of these overheads, making them much more efficient.
- Imagine if drivers no longer had to juggle multiple sources of information and paper forms to complete vehicle checks or confirm van loads or service customers, but could use a single app which would allow them to do them everything (including barcode scanning, printing, signatures, photos, invoicing) with just a few clicks. How much more efficient they would be?
- What if your back-office staff had visibility into where each driver is w.r.t his route and when each customer has been serviced, with a copy of detailed POD immediately available. They will not have to worry anymore about missing paperwork, or continuously call drivers for clarifications or updates.
- Improve the morale of the team by making their job easier & less error-prone, empowering them to make decisions, eliminating mundane tasks such as re-keying information across different systems.



Superior Stock Control

As businesses grow in size, managing stock levels & inventories become more complex, and greater control is essential

- Stock levels need to be updated in real-time, so people across the organization are able to make the right tactical decisions
- Good housekeeping with detailed stock information including re-order levels and system alerts when stock levels fall below predefined levels are an absolute must to re-order stock at the right time, making sure you don't miss out on potential sales or let-down customers
- If you identify slow-moving stocks with high stock levels, you might want to provide more discounts/promotions on them to rationalize stock levels
- With tight stock control throughout the business, opportunities for stock shrinkage are greatly reduced. Each and every step of the process will be auditable and the action owner accountable
- Working with mobile teams means stock control is required not only at the warehouse level but also at Van level. You should be able to track each and every load & unload
- Specialized functionalities such as 'warehouse/van-van transfers', 'taking returns', 'doing blind stocktake', 'providing pick lists for next day', 'managing damaged items and deposits' are critical to run your business efficiently.



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Delivering Performance



Improve Customer Service

Achieve higher profit margins by combining high-quality goods with exemplary customer service.

- Drivers will have precise delivery instructions to fulfill specific customer requests and routes will be optimized to meet customer time-windows
- Your back-office customer service team will have the information regarding past/current orders, pricing and promotions, and live route data, at their fingertips and will be able to Wow customers
- Your customers can even use a self-service portal and access all the relevant info themselves
- Alerts, automation, and reports can be configured so you and your customers are instantly notified about the most crucial aspects of the business (example ETA for deliveries, PoDs, invoices)
- Customer-specific requests such as photos, signatures, site surveys can be enforced for every delivery

Cut out inhibitors that stunt worker Productivity

How often have you faced such situations which are detrimental to your business?

- Driver providing wrong information on their current location and when they would be able to complete a particular delivery
- Drivers not servicing a customer, not doing it well or making excuses
- Stock losses, whether the reason is caused by inaccurate stock recording, unregistered customer sales or other forms of shrinkage
- Drivers losing delivery paperwork, not getting appropriate details filled, or delays in paperwork being returned until the end of the week
- Drivers incorrectly reporting their start time or finish time
- People saying they did something without actually doing them
- Mis-reporting cash collected or expenses incurred
- People not able to come to the office because of the weather, traffic or other reasons
- Customers debating on delivery because appropriate POD or some other detail is missing in the paperwork



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