Mobile App Capabilities

Vehicle Inspection

- Define and enforce questions
- Must for compliance.
- Notifications for failed VI
- Capture photo of any defects
- Manager re-verification flow

Service Customers

- Manage Deliveries, Van Sales, Returns, Forward orders & Deposit Items
- Barcode scanning, Sales history, Photo & Signature capture, Mobile invoicing, Printing, Smart routing - all operations supported

Load Stock

- See Load orders for the day
- Can request additional items
- Scan barcodes to load faster
- Inventory in van gets adjusted appropriately

Unload Vehicle

- Unload to any warehouse
- Do van-van stock transfer
- Complete stock traceability
- Can do Blind Stock-take before unload

Cash Deposit

- Make Cash/Cheque Deposits which get updated and stored in back-office
- Driver cash-in-hand gets adjusted automatically

End of Day Reports

- Driver can reconcile with daily reports
- Site Summary Reports
- Inventory Reports
- Payment Reports

App screen:
10:30
Rod Barnes (ME51 RMS)
Route #R001, 08/01/20

- Vehicle Inspection
- Load Stock
- Service Customers
- Unload Vehicle
- Cash Deposit
- End of Day Reports

Mobile App Workflow

From Order Creation to Payment

Downloading the Route
The Handheld

Operatives can download the day's route so long as the previous day's route has been completed. This downloads all the info they need for and, app can now work seamlessly even without internet/data.

Getting Started
Vehicle Inspections

If mandated by you, vehicle inspections can be made mandatory before the route can be started. VI results get automatically sent to back-office, and any VI failure/warning rules get enforced.

Loading the Van
Stocks & Inventories

The load orders are pre-populated & the driver can use a single screen to load all the stocks needed for the day, Option to also allow driver to request stock.The stock count gets increased based on the loaded stock.

On the Route
Customer info & Route Optimisations

GPS Route Optimisations ensure the quickest route is taken. All info such as contact details, addresses, delivery instructions, route to customer are all easily available to drivers. Even pre-typed SMS are available for the driver to send easily.

The First Customer
Servicing & Payments

Following the instructions, drivers can deliver goods, do van sales, take returns, add/remove deposit items & take invoices. Photo capture, Signature taking, Barcode Scanning, bluetooth printing capabilities all make your operatives' lives easier, and are all recalled instantly.
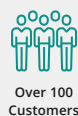
Leaving the Site
End-of-Site Visit Surveys

End-of-Site Visit Surveys can be enforced to ensure customer demands are adhered to. These include customer-specific checklists of actions to take, and must be signed and named by the driver.

Unavailable Customer
Unfortunate but common situations

To ensure workflow is maintained, your driver can choose to 'skip' a customer, if they are not available. There is an option to return later that day and 'un-skip', or the delivery rolls onto the next schedule.

End-of-Day Operations
Cash deposit, Stock take, Unload, Picklist

Once all customers are serviced, the driver can do their end of day operations, such as depositing cash/cheques, can do blind stock takes before unloading. They can even provide pick lists for the next day. All these changes update the back-office appropriately, and are audit-able later.

End-of-Day Reports
All records Considered

All invoices, surveys, cash deposits, stock levels & payments will be recalled on the ERP & your driver doesn't have to worry about paperwork. EOD reports allow reconciliation by the driver and help correct any mistakes.

The Back- Office ERP System

Capabilities Overview

YOUR Business, YOUR Rules

75+ settings which can be set through the UI, so in <10 mins you can personalise RouteMagic to your needs. It grants you optimum control on what your workers can and can't do.

Rules at 3 levels:

1. Mobile Worker

2. Customer

3. Company

We handle the enforcement, so you can focus your time on strategic improvements rather than micromanaging or daily fire fighting due to operational issues.

Stock Control at every Step

Get real-time visibility of stock across all warehouses and vans. At the end of every step, the stock gets updated appropriately, so everyone across the organisation can make the right tactical decisions. 'Van-Van transfers', 'blind stock-takes', 'returns', 'pick lists', 'managing deposit items', 'tracking damaged items' - can all be done with a few clicks and are completely audit-able. **These features can help you reduce your stock shrinkage by over 90%.**

Customer Management

Manage multiple delivery points per customer, enforce end-of-site surveys, charge rentals for deposit items, incorporate specific delivery instructions/windows & automate invoicing. Furthermore, you can setup default products, provide live route date & leverage sales history records to provide outstanding service. Your clients can even have a self-serve portal. **For your Customer, these capabilities go far beyond what is possible with pen & paper systems.**

Route Management

Do route scheduling & planning (ascribing routes to vans & drivers, allocating orders, detailed order info, optimizing routes etc.) through our Route Planner, **featuring a dragand- drop interface. Visual clues** aid planning, to ensure the right stop types are allocated to right vehicle types and vehicles are not overloaded. The Route Monitor gives you complete visibility; locations, delivery status', site summaries & PODs all get updated in real-time.

Product Management

Easily support complex pricing structures such as customer specific pricing, or time-sensitive discounts of varying types. Manage deposit items, equipment, different packaging options, catch-weight items, categorizations & damaged inventory simply. **Hold extensive data for each product, including supplier details, reorder levels and unit of measurements. Barcode and scan products throughout your process.**

Data & Analytics

We track and store all the data in granular form, combined with three different levels of reporting - giving you access to all the info you need for smooth-running operations. You can **(A)** pull any of the history, **(B)** get custom reports through our reporting module, or **(C)** use a fully integrated BI tool to slice and dice the data the way you want. Not every route, vehicle or customer is profitable. Focus on areas that matter and cut your losses.

Order Management

Our extensive yet simple configurations ensure that the order flow is tailored exactly as per your needs - **nothing slips through the cracks, and you get paid faster**. A very intuitive UI, with shortcuts such as bulk approve, whilst skipable picking & packing with dragand- drop capabilities makes planning for your staff easier & improves productivity.

# The Back-Office Workflow

From Order Creation to Payment

1. Taking the Order

Sales Orders can come from an existing ERP, website, mobile sales staff, csv imports or directly entered into the system. The price and tax of items is automated, based on your pricing strategy.

2. Picking

Pick operation can be completed with a single click. Options such as bulk-pick & skip-pack can further improve efficiency. **Reduce errors through stock control and pre-population of data.**
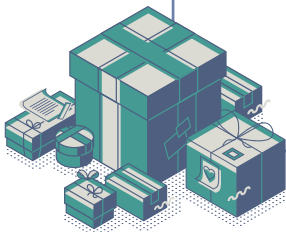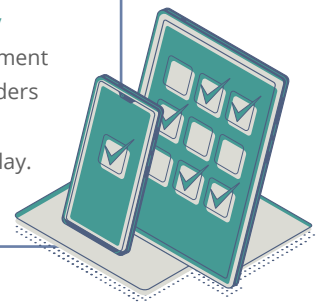
3. Packing

Pack items individually or create containers and pack in them. **Packed orders automatically show up on driver's hand-held on the scheduled date.**
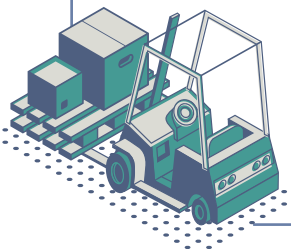
4. Planning

Drag-and-drop functionality with visual cues and enforcement prevents errors. Can plan orders even before they are picked/packed to prevent delay.

5. Loading

Directly create load orders from packed orders with a single click. Drivers can submit load orders as well. **Whatever be your process, we support it.**
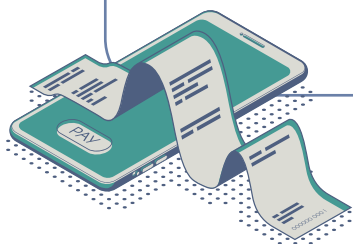
6. Monitoring

Route Monitor gives you complete visibility into what is happening on the go. Vehicle location, loading status, site summary and POD's are recalled in real-time.

7. Invoicing

Invoices are generated based on your rules; Review, edit and send them manually or have them automated. **All data flows seamlessly, improving cash flow & reducing errors.**
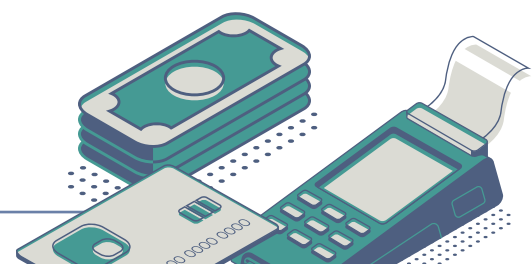
8. Historical data & Analytics

All data history records for customers, orders, drivers is available at your finger tips. Never worry about missing paper-work, rather **focus on growth using the analytics capabilities.**
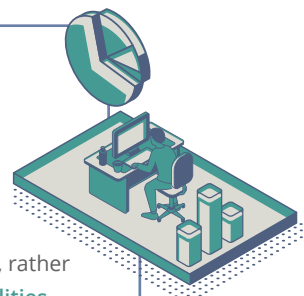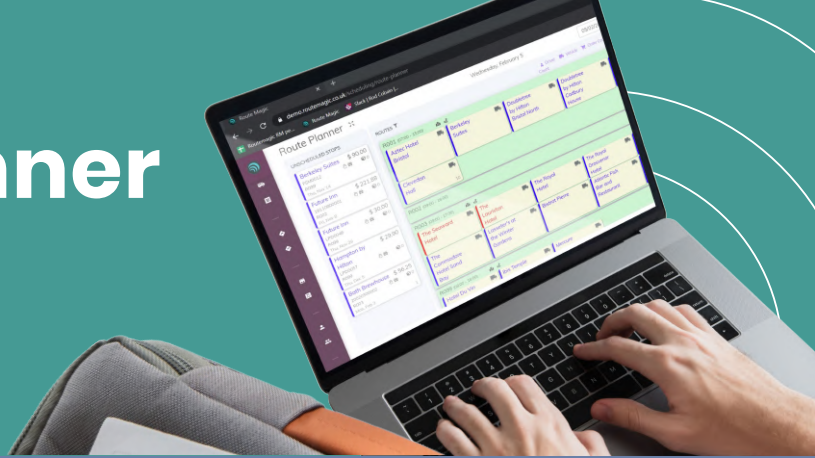
9. Payments

Collect cash/cheque/credit card payments as per your preference (through mobile worker or back-office processing).

The Route Planner
Simplify your Planning

The User Interface

The simple & clean look & feel makes it easy to view each route's deliveries, with tile sizes adjusting accordingly to the content. All order information is clearly indicated on a single screen, so planning & oversight is a breeze.

Visual Indicators

The Route Planner indicates route types & stop types in different colours ensuring that the planner can use these visual indicators and plan appropriately. Any unassigned/skipped deliveries from past show up, ensuring no order falls through the cracks

Status Updates

Appropriate icons indicate the status of each delivery; from creation to packaging. Achieve a bird's eye view over each delivery, with realtime updates. Your planner can work in parallel with picker and packer, and allocate orders to rotues while they are still being picked/packed.

Drag & Drop Function

Easily assign deliveries to any routes, helping you prioritise orders which require hasty response. This minimises mistakes as well as allowing you to respond to wrongly assigned deliveries rapidly. Each delivery is mapped out for you to easily optimise routes, making life easier & more efficient.

Future Planning

You can plan routes & deliveries for the next 7 days, alongside the current day's planning. This is easily done without stress due to the UI's easy-to-navigate layout, giving you outstanding preparation & planning foresight.

Delivery Information

Click on each tile to see extensive delivery information; customer info & specific client details, costs, items etc. This again eliminates the opportunity of error, equating to a smoother workflow. Route Optimiser works flawlessly to ensure your drivers take the optimum route.

Route Monitor

Know where your Business is headed

Start-of-day Visibility

Catch all the day's activities as they happen. You can see when a driver starts his day by downloading the route. The vehicle inspection shows up on the route monitor, as soon as the driver completes a Vehicle Inspection. Google Maps integrations lets you see each driver on their route in real-time. **Take rapid action for any unexpected late start-of-day by a driver, whilst maintaining a concrete understanding of workflow, at all time.**

Recalling Data

Recall all reports from all routes; invoices, PoDs, End-of-site Surveys & end-of-day reports, all with elaborate detail. This means your drivers don't have to worry about paperwork, and you don't have to chase them. It also speeds up cash flows as invoices and PODs can go to your customers in real-time, if you want.

Delivery Updates & Driver Info

Picture this; Your driver is on route to their second delivery. As they arrive, the customer is out and temporarily unavailable. They choose to temporarily 'skip' this customer, so to maintain a quick workflow, and return to them later in the day. You will see this as it happens, with colour-coded indicators on the ERP showing you the skipped customer along with the reasoning. Driver names, vehicle types, number of stops and stop type are all easily viewed on the single monitoring screen.

What does this mean for Management?

You can keep looking forward, making plans for productive growth and targeting points for further improvement, with the safety of the entire business being visible at a glance. There is no need to micro-manage each operation, as our system enforces your business rules.

Customer Communications

Real-time updates of every action means your Back-office staff are fully informed to let customers know of their delivery's whereabouts - You can see which route(s) each customer is on. Customers can access a self-service portal to overview their orders & information, so no one's workflow is disrupted and the need for manual updates is eliminated.

Product & Pricing Management

Deal with slow-moving stocks, regulate which drivers offer certain % of discounts & reward long-term customers with Specific discounts and easy pricing management.

Manage Stock levels & track items

Say you have certain items which are slow moving - Apply discounts or promotions to encourage their sales, and work around stock fluctuations to ensure your predictions for stock movements are surpassed. You can track and apply rental costs for deposit items such as crates or containers. **Our easy-to-implement discounts for each customer, and by each driver allows you to have immense stock control.** Items can be packed individually, or packages can be added and items can be packed in them. Multiple packages/order supported.
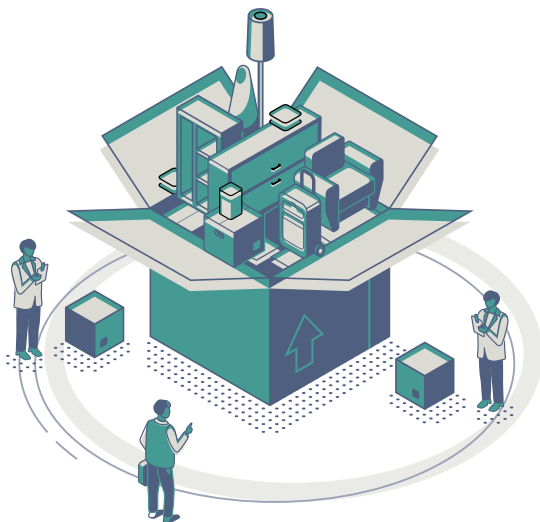
Product Database & Pricing

Record each item with its measurement, barcode type, picture and default selling price easily visible on one page. Also you have a record of your internal standard costs, making pro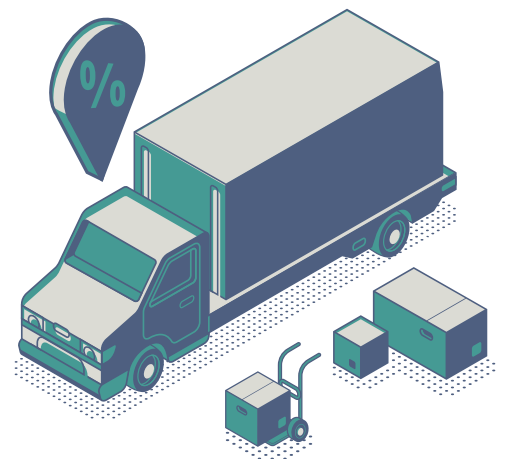fitability of discounts & promotions easily observable. **Our System can manage complex pricing, organising distinct prices for each customer, discounts, promotions etc.** Leveraging 'Pricelists', you can apply promotions across all/several products to all/sub-set of customers in < 5 minutes.

Driver Empowerment

Let your long-term drivers implement discounts, for which you can enforce a maximum % of default price deduction to ensure you still stay in control of profitability. **Empower Van Sales reps to take initiative & exceed Customer requirements.** If your business allows, the driver can even amend the quantity and price of the product during delivery, and all changes flow seamlessly to back-office. They can manually load extra stocks which they expect customers may need, building better relationships whilst stocks are all automated & accounted for.

routemagic
Delivering Performance

Customer Relationship Management

Get a more Personal Understanding of each Customer

Offer the right products at the right time, boosting sales & exceeding customer expectations.

Sales Order History

- Leverage customers order history to increase X-sell and Up-sell opportunities
- Impress Customers with specific stocks that they may not have even acknowledged yet
- Auto-pick default quantity items using past records and analysis
- Equip both your Van Operatives and your Back-Office ERP with a far greater understanding of each customer's interests, habits and requirements
- Utilise data to offer the right products, at the right time, to the right customer

WoW Customers

- WoW your customers by meeting to their unique needs which are otherwise very difficult to manage. Needs such as supporting deliveries at 4 am, or end-of-site surveys
- Your drivers can edit the product and price qty on the go, as per business rules.
- Route Monitor arms the back-office with the exact state of today's route and can answer all customer queries accurately
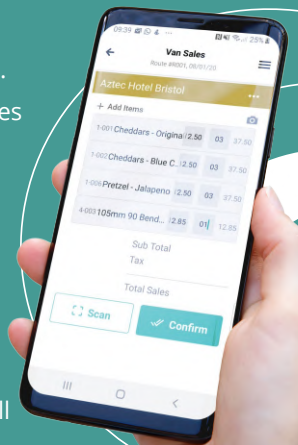
Extra Capabilities

- Invoice customers immediately following the delivery, if you want
- Schedule standing orders or forward orders for the coming days, weeks or months and know that they are safely recorded & organised on the System
- Customer-specific delivery instructions and messages for the drivers can be implemented, so your drivers will see them first & foremost before servicing.
- Customer-specific pricing allows you to reward long-term customers or provide discounts on selected stocks for each customer
- Equally, your driver can send pre-prepared messages if delays/errors occur, so not to spend time manually contacting a customer yet still keeping them in the loop.

Click on a customer to see delivery points, status, which routes they are on, total prices, orders etc.
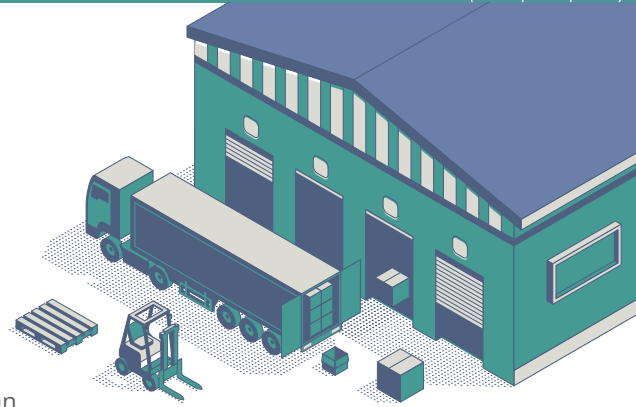
Superior Stock Control

Controlling stock is key to the success of any business.
Knowing where your stock is, with immediate updates for any changes made means you can plan ahead with better foresight, and it keeps managing business operations easy, and visibility clear.

Boost your business visibility with enhanced Stock Knowledge

Understand stock levels across your Warehouses and Vans at all times, including returns, damaged items and Van-to-Van transfers. The system keeps you updated from order creation to delivery, including up-sold & damaged stocks. Knowing Stock levels more coherently means you can plan promotions & discounts more accurately & minimise the chances of unaccounted-for, missing or insufficient stocks. You can even setup 're-order' levels for important stock items so you get notified as soon as inventory falls below that level. Your staff can enter stock info manually or directly through barcode scanning.

The 4 Components of Superior Stock Control:

Alerts & Updates

Input re-order levels for each item so you know your stock levels will never fall short, and you wont miss out on potential revenues. Low/insufficient stock levels are reported to drivers to avoid over-selling. You can setup the system so the mobile or back-office sales people cannot even accept order if there is not enough stock.

Promotions & Discounts

If particular items are moving slowly, simply accommodate for the delays by implementing discounts. Set maximum % of price reductions, for each driver to enforce your rules or define special prices for particular customers. 'Pricelists' ensure that within 5 mins you can apply discounts to all or a select group of customers.

Inventory Updates

Know as soon as your Van Operatives sell stocks. Van-to-van transfers allow stock transfers on the go, so no customer goes without. Damaged goods are reported separately, so not to create confusion with sell-able stock levels.

Additional Automations

Returns made simple with no paper work, Blind stock takes, and next-day pick lists help planning for the coming weeks/months. The System automatically generates end-of-day reports, acco modating for all returns/up-sells etc. so you can stay on top of payments and profits. Everything is auditable, so you can go back to any day and do deep-dive, if needed.

Customers

Some of the Businesses we currently work with

Allan Reeder — ~ YOUR TRUSTED DAIRY SUPPLIER ~

sunshine

BNB SUPPLIES — stylish hotel products.

THE CHEESE MAN

Chiltern Hygiene Services Ltd.

Daioni organic

Ginni's — Famous for Nuts, Snacks and Sweets

LEWIS PIE & PASTY CO — SINCE 1936

Mason Foodservice — Serving the catering industry since 1945

Gainsborough Chilled Foods Ltd

THE CHEEKY SNACK COMPANY

ABOUT ROOFING SUPPLIES LTD

CWE DAIRIES

Premier Cheese — TEL. 01494 680300 — WWW.CHEESE.BIZ

Rich Sauces

DW

Clarke Millar Foods

Bil-Co DIRECT

TREGROES Waffles

PAYNE'S DAIRIES — FOR QUALITY AND SERVICE

Sauce Works

SERTEC

LBP BAKERIES

McColgan's

NATIONAL

Pick me up Products

Draynes Farm

GLENPATRICK — A TOTAL BEVERAGE SOLUTIONS COMPANY

Simply Heavenly

PF Primepak Foods

one taste then... Swallo DRINKS

riverside CARDS

THOMPSONS OF SMITHFIELD

THE CAKEMAN

SHAWS since 1877

DOUGHTY CAKES — CAKES AND MORE...DIRECT TO YOUR STORE

covetrus

INNOTEC

WEST WALES BACON — Superior Cut Bacon — EST? 1986

MEGATECH

RegaLead

SF Scotch Frost of Glasgow Ltd. — We shop so you don't have to!

along with many more...

Testimonials from our Customers

Take a look at how our solutions have helped to
drive growth for our customers:

"The level of management control in the front office combined with user flexibility on the handheld is amazing and the system offers tremendous flexibility and imagination just where we want to make step changes in our business. It offers excellent support to the sales team, even on the most complex customer prices and promotions. It suggests to the salesman what to supply at each call and helps him add value for our customers by providing detailed product and sales history information to aid the customer's decision making."

GINSTERS
Finance Director

"We've streamlined our business with the help of Mobile Enterprise System's powerful solution - it's a great investment for wholesale distributors looking to grow their business."

Arrabawn Agri-Based Organisation
Ireland

"Mobile Enterprise Systems have removed a lot of inaccuracies and frustrations; without the system, we'd need three to four people to do what one person can now do"

Mr Scratchings Pork Scratchings
Bradford

"The software has automated what were previously manual and labour-intensive processes resulting in significant time and cost savings and far greater business insight thanks to the detailed reports."

Barnies Farm
East Anglia

"The System from mobile Enterprise Systems has allowed us to service more customers with the same number of staff and certainly helped us be more efficient"

Prep House Sauce Manufacturer
Northern Ireland

Over 100 Customers | Operating In 3 Countries | 2000+ Mobile Workers Daily | Go Live In < a Week | low-cost monthly subscription

UK OFFICE: +44 (0) 7340 413873
joseph@mobile-enterprise.co.uk
Mobile Enterprise Systems Ltd
27 Rosewell Court, Bath, BA1 2AQ

UAE OFFICE: +971 52 920 3250
vasudha@datainsights.ae
A3, Business Center, Dubai World
Central P.O. Box 390667, Dubai

routemagic
Delivering Performance

Barnie's Farm

A BRIEF BACKGROUND

Barnies is a family owned and run business, established for over 20 years. This business has grown from a small van delivering bakery, sandwich & pastry goods to local establishments, to a small fleet of 10 purpose-built vans that cover most of East Anglia.

The Challenges

Rising fuel prices and other operational costs create continued pressure on the company's profit margins. The ability to keep overheads down and account for hidden costs was crucial, particularly in a low margin industry.

Though proud of their business's heritage, Barnies team were also prepared to propel Barnies to the forefront of their industry by adopting all the latest methods that emerging technology could bring.

Pinpointed Areas for Improvements

We worked with Barnies, and identified the following inhibitors to their growth:

Complete system for tracking of Customer Orders, Invoices and Delivery.	Going paperless and completely digital.	Real time interaction between back office and field sales team.

Complete visibility and transparency of customer interaction.	Business visibility and modules integration.	Easy reporting and availability of all data and past records at fingertips.	Sales and Opportunities tracking.	Automation of manual process.

The Solution

We introduced 'order-to-invoice' operations management system, designed to allow small to midsize businesses to control every aspect of business operations.

Enabling real time interactions between front sales and back office, generating all necessary paperwork thus helping to reduce costs and work more efficiently.

"The ability to instantly access both customer and staff information has enabled me to make factbased decisions, to have accurate information on products, customer and finance needs allows the business to plan, grow and enhance the service we provide to the customer. The benefits of automating manual processes has helped reduced time and cost"

TRACY LEGGET
Owner of Barnies Foods Ltd

A STREAMLINED OUTCOME

1
Processes that were once duplicated were removed.

2
Accountability for stock, finance and resources provided a greater operational grip of the day to day business.

3
Process automation and going paperless within the sales process added to the benefits for sales & management.

4
The easy analysis and reporting of stock status, proof-of-deliveries and on-time performance were achieved, alongside the ability to stop the profit erosion caused by everyday exceptions such as returns, refusals and other oncosts that would otherwise go unnoticed.
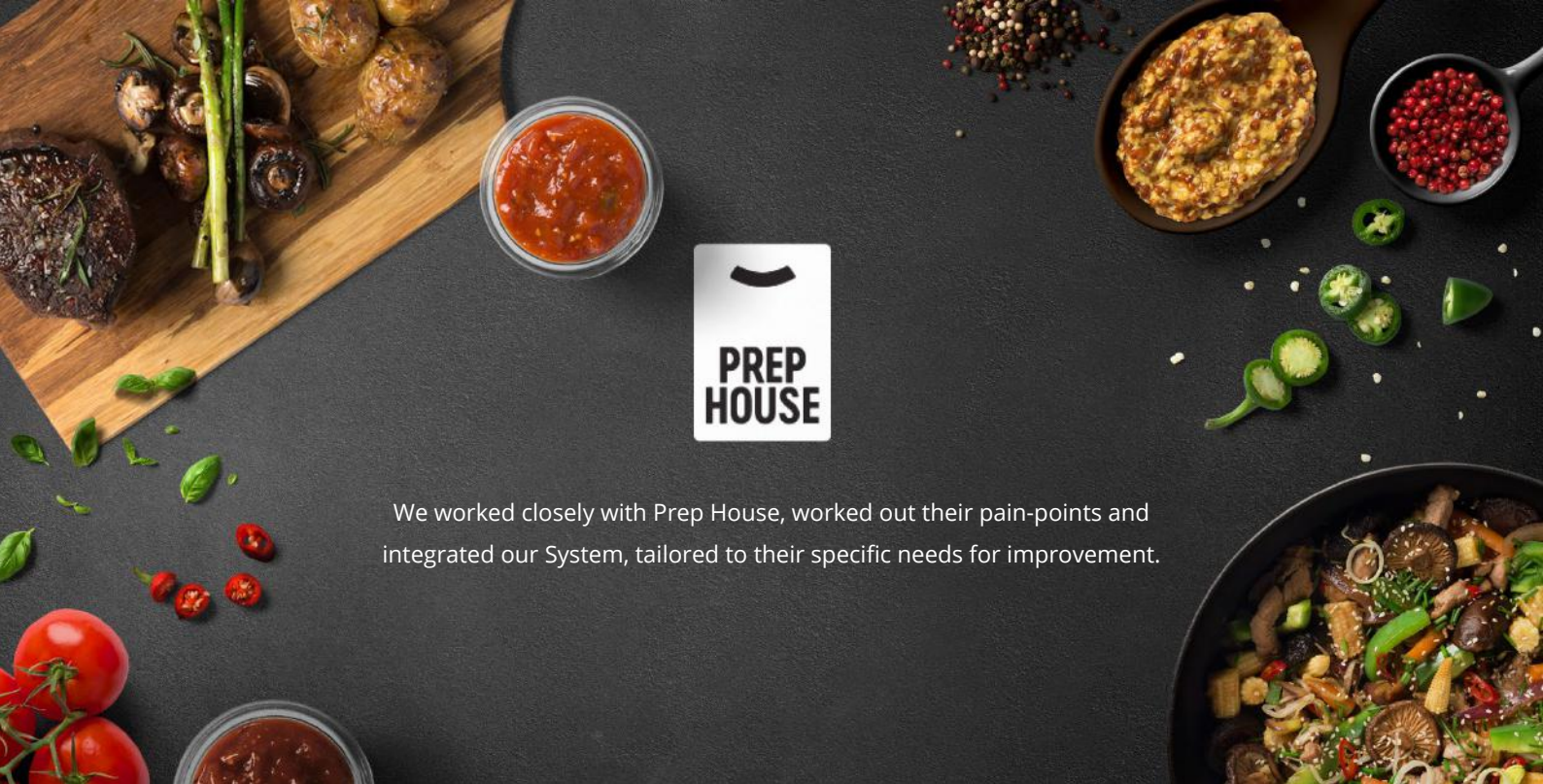
We worked closely with Prep House, worked out their pain-points and integrated our System, tailored to their specific needs for improvement.

A BRIEF BACKGROUND

Prep House are a specialty sauce manufacturer, servicing the retail and food service industries in Northern Ireland. They are a small business who rely heavily on their Van Sale drivers being the face of the company to their customers, and have detailed product knowledge along with great sales skills.

The Challenges

Drivers were spending as much of their time working with their paper-based systems as they were actively spending time in-front of customers.

A lot of office staff were required to enter and process this information into their accounts system, which was both timeconsuming & costly.

They wanted to smoothen over inefficiencies in the work flow, deliver to customers quicker, without sacrificing quality service

Automated Steps for Improvement

After implementing RouteMagic's route management and CRM System, they can now:
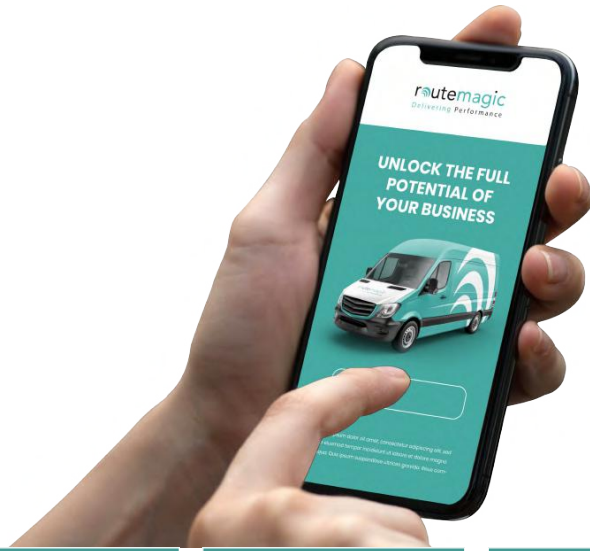
1
Swiftly and accurately enter customer sales

2
Capture product batch numbers directly to their smartphone devices

3
Immediately print a customer's invoice.

4
Achieve more efficient operations

5
Removed Administrative time/costs

The Results?

All of these adaptions leave them **more time to engage with the customer and increase up sell rates, building better relationships.**

Not just the Sales Reps have benefited; in the office, hours of re-keying data has been eradicated and **staff are now able to focus on productive tasks that contribute directly to the company's success.**

"The System from mobile Enterprise Systems has allowed us to service more customers with the same number of staff and certainly helped us be more efficient"

BARRY FITZPATRICK

Operations Manager at Prep House

Easy Adoption & Usage

Ease of Use

Forget the hassle of learning a new system so you can become fully competent. The UI allows mobile workers to pick up where they left off in no time, with a simple 6-icon main screen allowing a clear, simple view of all the app's capabilities. Sleek ERP System with modern, intuitive and standard screen designs ensure that new users can start using the system in less than a day.

Shortcuts such as bulk actions, at several steps can be incorporated to make the order processing faster and less prone to errors. Similarly Route Planner which features drag-and-drop capabilities makes planning effecient.

Easy to get setup

Easily import data from previous systems, without the worry of delays or workflow disruptions whilst transitioning onto the new System. As a SaaS, there is no IT overhead needed, and the simple subscription pricing means the product can prove itself, without the need for large investments.

We can take you live in less than a week. Provide all your initial data to us in a spreadsheet, that we will validate and then import into our system with a single click.
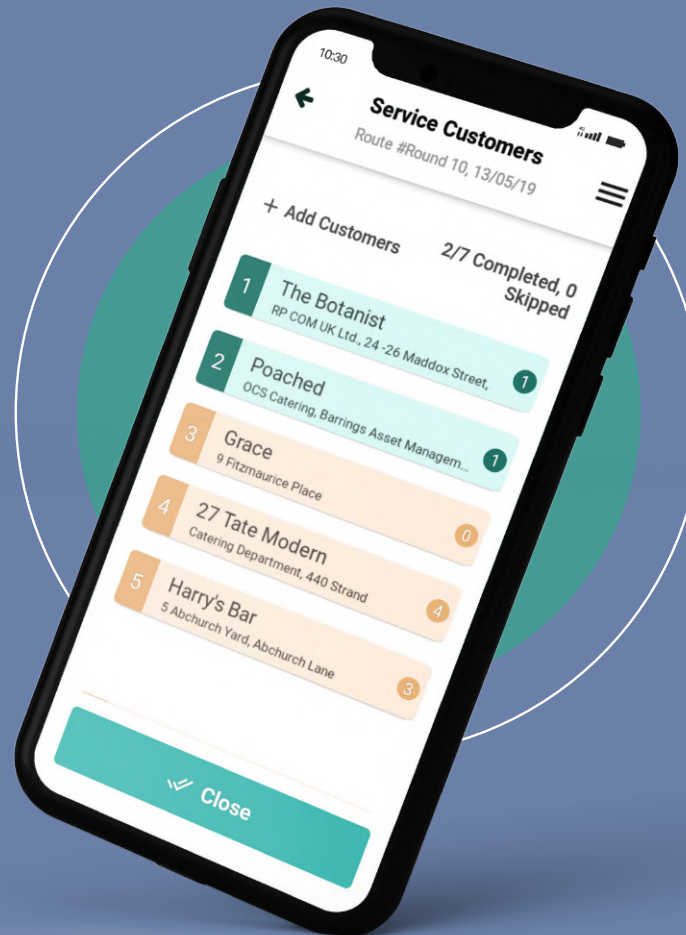
Customisable UI

With over 75 customisable settings to configure exactly how you want each operation to be carried out. From enforcing Vehicle Inspections to permitting the addition of new customers by drivers, the System tailors itself to the ways YOU are used to working. Through back-office you can configure things such as which all operations require approvals while in mobile app you can configure which all screens show up, and for each screen, what all capabilities are supported.

Integration

For slightly bigger businesses, RouteMagic can even serve as an extension to their existing ERP and financial systems. It was purposed to be easily integrated through REST APIs, and integrates with standard systems such as Xero, Sage, Tally and many others. Rest be assured, If your existing system supports integration, RouteMagic can integrate with it seamlessly.

Over 100 Customers

Operating In 3 Countries

2000+ Mobile Workers Daily

Go Live In < a Week

low-cost monthly subscription

routemagic
Delivering Performance

Your Business, Your Rules

Back-Office adjustments

RouteMagic offers over **75 settings** which can be adjusted to suit your workflow, from enforced vehicle checks to end-of-site visit surveys. This allows you to **personalise the system to grant you optimum productivity and control what your workers can and can't do.** Want to enforce vehicle checks? Your drivers must complete, sign & signature the check before continuing with their route. Other icons on the handheld will be inaccessible until they have first completed the check. **Each condition can be personal to each worker (or group of workers).** Define re-order levels to avoid issues with insufficient stocks, enforce actions made by mobile workers, such as adding customers or taking forward orders, to pend approval from the Office before they are made official, so you know exactly what each worker can and cannot do. You can implement monthly rent charges for containers or deposit items, enforce a photographic proof-of-delivery along with many more custom configurations.
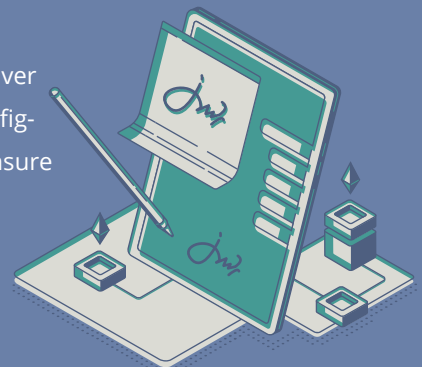
Delivery scheduling

The ERP is capable of storing huge amounts of customer info; which routes they're on, the type of stop, specific contact details, which drivers service them and whether they have a standing order. Regulate driver conditions such as; photographic evidence of deliveries, signatures, forward order and management of deposit items can all be allocated rules for your drivers. Schedule forward orders and organise everyone's operations better, whilst ensuring no deliveries are missed or customers are dissatisfied. Everyone stays on the same page and everyone is satisfied with the service.

Customer Preferences

Granting & restricting certain actions helps your customer receive the service they desire. You can **set a message alert for your driver** which will detail this as they go to service the customer on the handheld, prioritise certain orders if the customer requires products hastily, or the items have a short shelf-life. Additionally, you may want to have delivery instructions automatically pop-up as the driver approaches a customer, or configure an -end-of-site survey to ensure doors or gates are locked.

A Subscription-Based Model

The Benefits of a monthly payment plan for your System Integrations

Manage your Budget

Monthly payments help you plan your expenditure, and you can upgrade hardware as you expand and your van numbers & business. At a price point of less than a coffee/day/vehicle, you can get atleast 10x ROI in almost no time.

No more IT Overhead

We take care of all the IT overhead, be it setting up servers, scaling, monitoring or patching them - we do it all, so you can focus on your core business. Our support desk will ensure that you and your users have a friendly ear to answer and resolve all their queries.

Software Updates

RouteMagic will be continuously evolving to support more capabilities and even making the current operations faster and easier. You will get the benefit of all these upgrades free of cost, as new releases will be pushed on to the servers on a timely basis.

Over 100 Customers

Operating In 3 Countries

2000+ Mobile Workers Daily
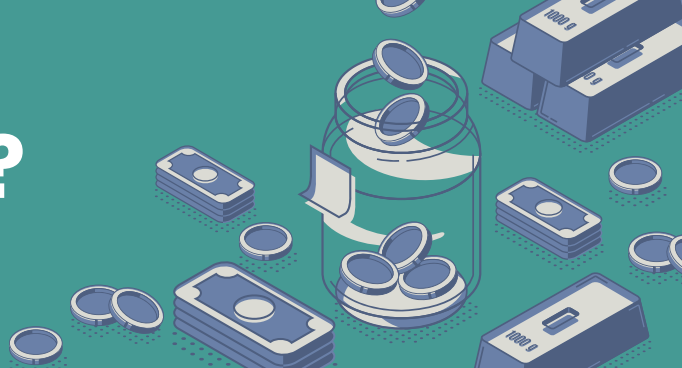
Go Live In < a Week

low-cost monthly subscription

route**magic**
Delivering Performance

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

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.
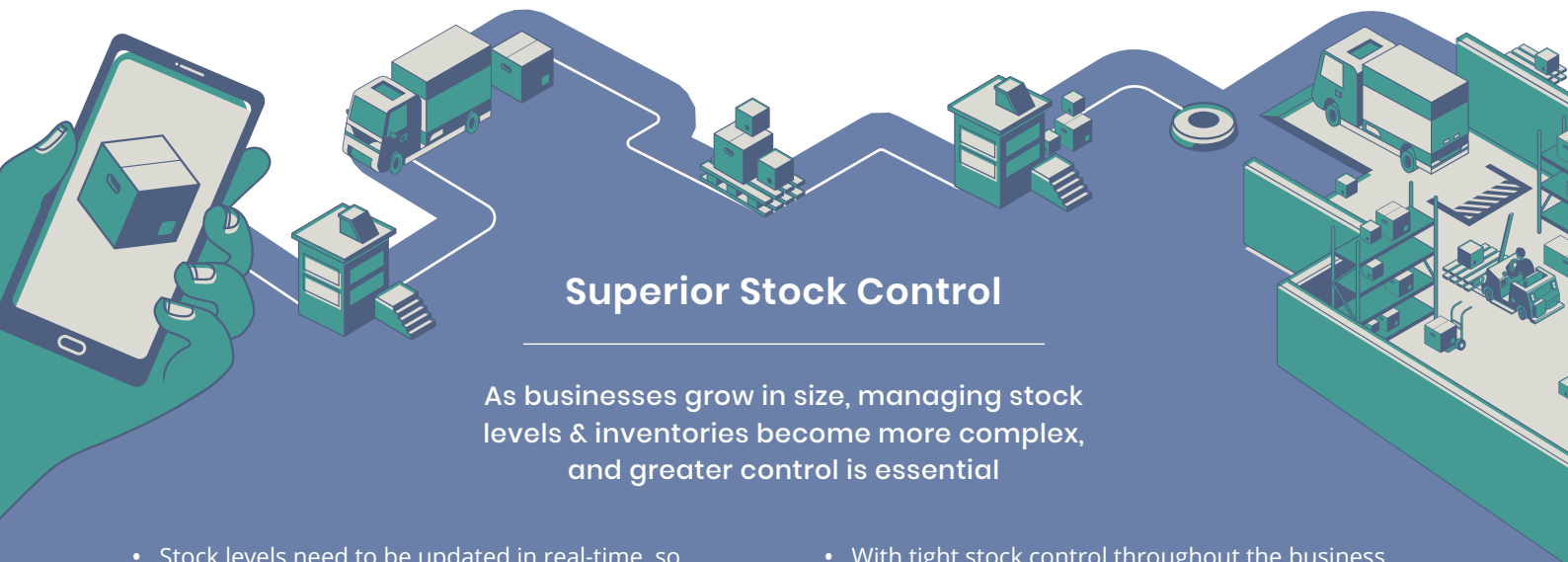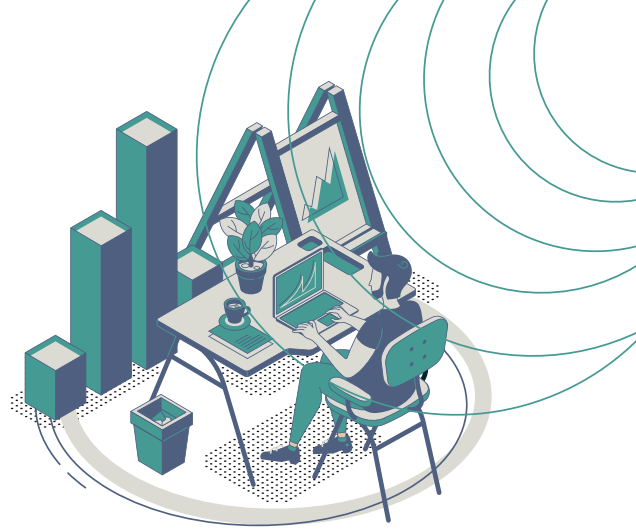
Superior Stock Control

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.

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