

SELL SMARTER, DELIVER FASTER

# Configurable and connected mobile sales, delivery and route management software

## A powerful platform to drive business growth, revenue and customer satisfaction

Our cost-effective, end-to-end field service, delivered wholesale and van sales solution is used by some of the best-known coffee and drinks distributors and service companies in the UK and Ireland.

The powerful Mobile Enterprise Systems solution creates the operational hub for coffee businesses, connecting office and mobile workers in real-time to ensure efficient execution of front and back office operations.

Automating day-to-day field activities with real-time flow of information between mobile workers and office staff allows businesses to gain real competitive edge, whilst keeping 'costs to serve' to a minimum.

Our feature-packed software streamlines and automates business processes with features including route planning, customer and driver call and service schedules, sales order management and inventory control, as well as industry-specific functionality developed especially for coffee businesses.

It also controls the integration between your back office accounting, ERP or warehouse management system.

Features	Benefits
<b>Coffee functionality</b>	<ul style="list-style-type: none"> <li>• Manage customer-installed equipment</li> <li>• Sell, rent or free-issue equipment management</li> <li>• Equipment install and service order management</li> <li>• Instant proof of service and/or delivery updates with adjustments to orders and deliveries entered at point of delivery</li> <li>• Customer-specific service profiles, replenishment rules and overage charges</li> <li>• Door scanning providing proof of replenishment</li> <li>• Sale or return management</li> <li>• Cash customer management</li> <li>• Live orders for urgent supplies or service requests.</li> </ul>
<b>Rules-based, attribute-driven setup</b>	<ul style="list-style-type: none"> <li>• Manage mobile workers processes and workflow.</li> </ul>
<b>Maintenance of complex pricing requirements</b>	<ul style="list-style-type: none"> <li>• Manage all pricing and discounting options including customer-specific prices, group pricing, product quantity break pricing, and more.</li> </ul>
<b>Equipment installation and service management</b>	<ul style="list-style-type: none"> <li>• Manage and track customer-installed equipment with full service history.</li> <li>• Monitor equipment lifetime cost vs. revenue</li> </ul>
<b>Order entry management and integrated dispatching</b>	<ul style="list-style-type: none"> <li>• Speed entry of new telephone orders with the ability to generate new transactions based on customer-specific order templates.</li> <li>• Create route sequences that allow you to manage delivery schedules based on call frequency and customer SLAs.</li> <li>• Drag and drop customers and orders on to routes already in the field; all in real-time with visual dispatch/scheduling.</li> </ul>
<b>Comprehensive payment management and reconciliation</b>	<ul style="list-style-type: none"> <li>• Full in-store payment management, including cash payments.</li> <li>• End of Day sales, cash and stock summary with full payment reconciliation.</li> </ul>
<b>Seamless integration to a variety of third-party ERP solutions</b>	<ul style="list-style-type: none"> <li>• Maximise the value of information contained in your ERP through integrated system communication.</li> <li>• Span the gap between what is offered in your ERP and what is required to operate a modern van sales, service and/or delivery organisation.</li> </ul>
<b>Customer-centric functionality</b>	<ul style="list-style-type: none"> <li>• Single view of customer information such as sales history, customer-specific service profiles, replenishment rules and overage charges, plus pricing, routes and electronic proof of delivery (with photo capture) for fast response to customer queries.</li> </ul>
<b>Usable GPS</b>	<ul style="list-style-type: none"> <li>• Real-time view of mobile worker location and progress, maximising customer service and route profitability and allowing you to monitor progress against customer SLAs.</li> <li>• Operates offline with no data connection required.</li> </ul>
<b>Real-time communication</b>	<ul style="list-style-type: none"> <li>• New orders and instructions are sent instantly to mobile workers via their mobile/tablet devices, and route progress and live transaction data is sent back to the office for faster, more efficient processing.</li> </ul>
<b>Complete control of business operations</b>	<ul style="list-style-type: none"> <li>• In-depth management and KPI reporting.</li> </ul>

# Reduce costs, increase sales volumes and improve customer service and efficiency

## Benefits to your business:

- Reduced operating costs
- Improved customer service with adjustable delivery schedules to meet SLAs
- Immediate access to customer and product information
- Reduced delivery errors
- Faster response to customer delivery queries
- Instant view of progress to improve performance in real-time
- Safer drivers and delivery vehicles with comprehensive vehicle inspections
- Improved performance with real-time visibility of progress vs. schedule
- Greater business insight with detailed KPI reporting.



## EASILY DEPLOYED HIGHLY CONFIGURABLE & COMPLETELY SCALABLE

Designed to seamlessly integrate with existing accounting, ERP or WMS systems, or available as a stand-alone mobile and office solution.

Our market-leading coffee service and product distribution software provides real-time visibility to business-critical information, allowing you to focus on expanding your business and maximising new sales opportunities.

## DISCOVER HOW OUR MOBILE DATA SOLUTIONS CAN TRANSFORM YOUR BUSINESS

Let our experts show you how our powerful software can seamlessly extend your office controls to your mobile workers. We can't wait to show you around.



## ABOUT US

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Mobile Enterprise Systems is the leading supplier of delivery and mobile sales management systems.

We provide configurable, end-to-end software solutions allowing businesses with mobile workforces to benefit from advanced levels of supply chain responsiveness, performance and profitability.

A complete, powerful and adaptable platform to drive business growth, increase revenue and improve customer satisfaction; with implementations from 10 to over 1,000 users.

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