



Prep House

Sauce Manufacturer

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 time-consuming & costly.

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

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Automated Steps for Improvement

After implementing RouteMagic's route management and CRM System, they can now:

- Swiftly and accurately enter customer sales
- Capture product batch numbers directly to their smartphone devices
- Immediately print a customer's invoice.
- Achieve more efficient operations
- Removed Administrative time/costs

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The Results?

All of these adaptations 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