Customers
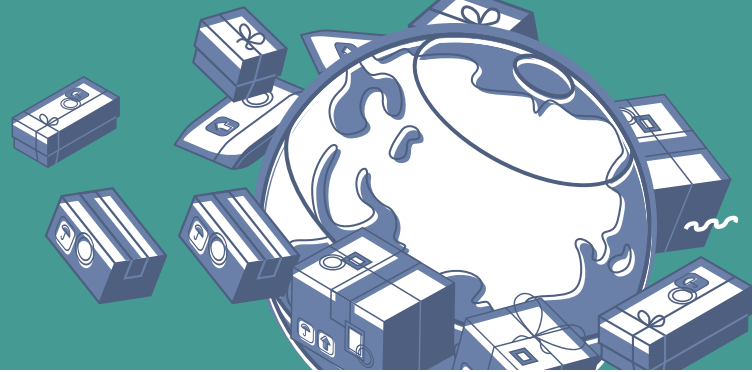
Some of the Businesses we currently work with

AllanReeder — 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

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 — ESTD 1986

MEGATECH

RegaLead

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

along with many more...

routemagic — Delivering Performance

Testimonials from our Customers

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

GINSTERS

"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

Arrabawn

"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

MR. SCRATCHINGS PORK SCRATCHINGS

"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

Barnies
www.barniesfoods.co.uk

"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

PREP HOUSE

"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

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.
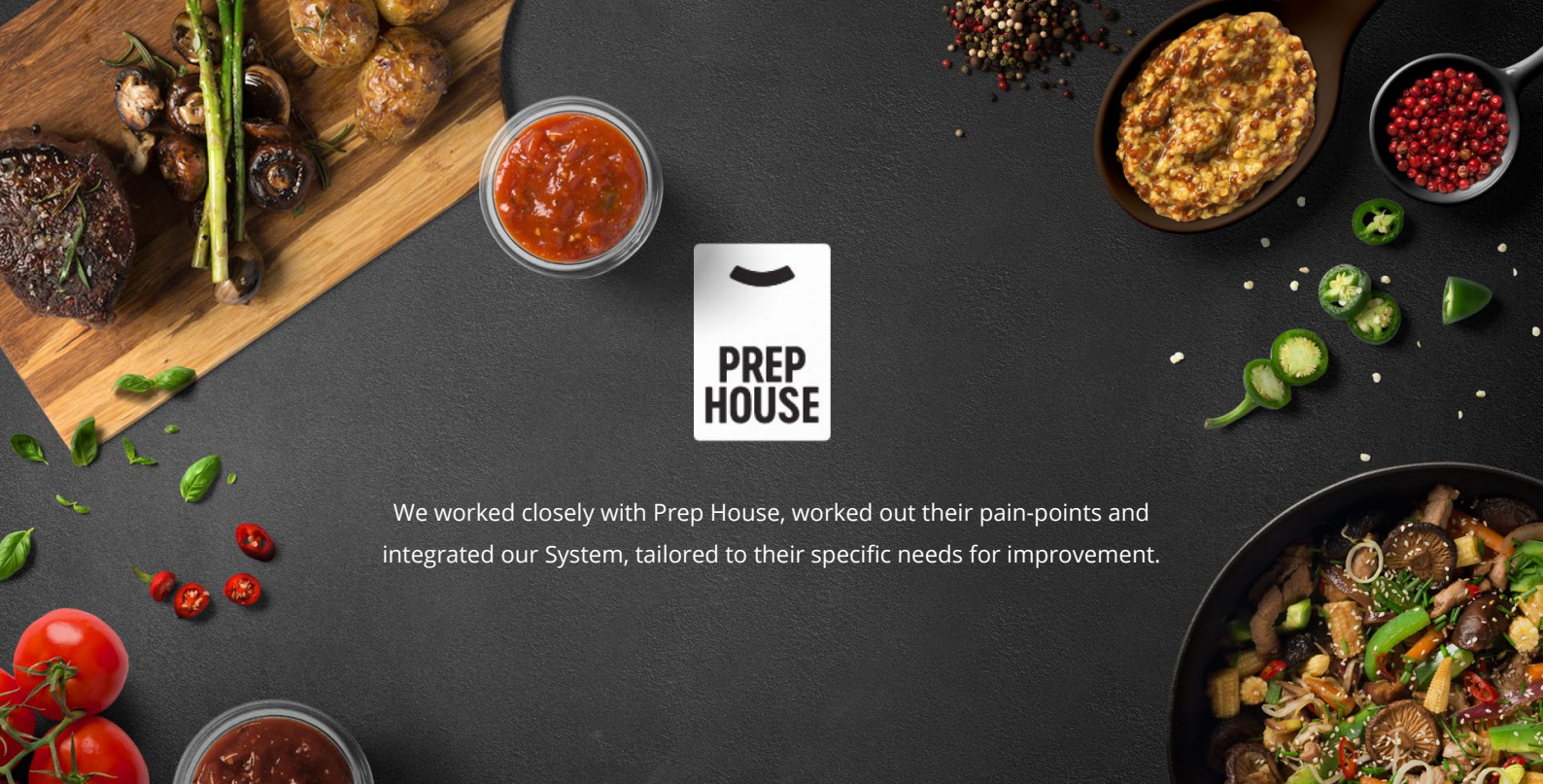
PREP HOUSE

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