Route Accounting for Direct Store Delivery

Effective Direct Store Delivery With Advanced Route Accounting

The last mile of the supply chain brings new opportunities, and new complexities, including a proliferating number of SKUs, compliance initiatives mandated by retailers and suppliers, and adherence to government regulations.

The HighJump™ route accounting solution creates the backbone of your business operations and helps you make the most of new opportunities. As the operational hub, this powerful solution manages routes, hand-held computing devices, customers and driver schedules. It also controls the integration between your backend accounting, ERP or warehouse management solution.

With our route accounting solution, you are able to drive costs down while increasing sales volume and revenue across a variety of perishable and non-perishable products, including soft drink, beer, baked goods, wine and spirits, candy and tobacco, and dairy. These powerful solutions provide sales order management, inventory management, route planning, delivery, driver reconciliation, and financial accounting for the efficient execution of your front and back office operations.

Flexibility Is Key for Route Accounting

Our route accounting solution is highly flexible to help you respond to the way you want to do business, not to a predetermined set of standards. More specifically, this powerful route accounting system allows your organization to efficiently track, respond, and deliver your products and services in the timely manner your customers expect. Your customers expect not only on time delivery but also the ability to forecast sales and review historical performance.

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This is where our solution excels; it helps you manage your mobile workforce and mobile field sales software applications.

Improve Customer Service and Lower Operating Costs

HighJump's route accounting solution enables you to focus on maintaining happy customers through a variety of intuitive functionality. You can manage customer call sequence to lower travel time, reduce unserviced accounts, and meet established delivery time lines. Upon truck loading, drivers confirm that the right products have been loaded and inventory is then tracked by route for easy viewing and reporting. Your customer service team is also able to

enter and manage customer requests as they happen. Calls are timed and given a level of urgency. Response levels are also monitored to ensure the best possible service delivery.

The Foundation of Your DSD Operations

Our solution provides a strong foundation for your DSD operations. HighJump offers integrated modules for mobile presales and delivery, survey management and data collection, warehouse operations, vending, and business intelligence. Together, these applications enable you to leverage critical business data in ways that help you generate and take advantage of new sales opportunities.

Features	Benefits
Rules-based, attribute-driven setup and maintenance of complex pricing requirements	• Manage flexible pricing, discounts, and promotions to help win new business and protect your existing customer base • Manage all pricing and discounting options including customer-specific prices, group pricing, product quantity break pricing, and more
Order entry management and integrated dispatching	• Speed entry of new telephone orders with the ability to generate new transactions based on customer-specific order templates • Create route sequences that allow you to manage delivery schedules based on how often each customer needs to be serviced • Drag and drop customers and orders on to routes already in the field; all in real-time with visual dispatch/scheduling
Comprehensive settlement capabilities	• Leverage full in-store checkout capabilities • Implement cash drawers and poll displays directly onto the system
Seamless integration with 3rd-party applications	• Improve collections with links to standard EDI messaging systems • Benefit from stand-alone A/R
Seamless integration to a variety of 3rd-party ERP solutions	• Maximize the value of information contained in your ERP through integrated system communication • Span the gap between what is offered in your ERP and what is required to operate a modern mobile sales, service and/or delivery organization
Customer-centric functionality	• Leverage a single view of information such as sales history, quotes, pricing, route schedules, and proof of delivery for fast response to customer inquiries
Usable GPS	• View in real-time where your field force is and what they are doing • Manage with real-time information to maximize customer service and route profitability

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Benefits of the HighJump Route Adminstrator Route Accounting System at a Glance

- Lower operating costs and improve customer services

- Adjust delivery schedules to meet the needs of your customers

- Access customer and product information quickly

- Reduce errors in order processing

- Reduce paper and improve collections

- Easily manage complex pricing

- Enable targeted selling for your sales team

- Respond quickly to customer requests

- Help ensure the safety of delivery vehicles

- Easily determine asset location and performance

- Understand your customers and competition

- See where your team is and improve performance in real time

Today's consumer has ever-higher expectations for purchasing convenience, delivery speed, choice and adaptability. More options for consumers spell greater complexity for the supply chain. It's no longer enough to fulfill demand – you must anticipate it, predict it and make smarter, faster decisions.

In a high volume, complex logistics environment, the shift to an on-demand model can be challenging – but failing to adapt poses even greater risks. You need a technology partner with a proven track record of delivering efficiency and a lower cost of ownership today, plus the flexibility and innovation to help you realize your strategic roadmap tomorrow and beyond.

At HighJump, we're integrating our proven solutions for the warehouse, transportation and logistics ecosystem with emerging technologies – from around our company and around the world – to build the supply chain of the future. Leveraging advanced cloud technology, we can help you ride the wave of data to achieve greater efficiency, uncover actionable insights, and stay ahead of the curve.

HighJump™

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