

Adjusting Fleet Operations in a Volatile Market

During periods of extreme market volatility, fleet operations are under extreme pressure and looking for ways to quickly adapt. This often means pivoting from “business as usual” processes and embracing a new normal for operations.

Whether you’re fighting to keep up with demand or scrambling to replace dwindling deliveries, logistics technology can help your fleet survive and thrive.

Two Impacts of a Volatile Market

Increased Demand



- Surge in orders
- More deliveries, service delays
- Inability to fulfill orders
- Asset/resource shortage
- Focus on replenishment, productivity and meeting customer expectations

Reduced Volume



- Significant drop in orders
- Fewer deliveries
- Excess inventory
- Assets under utilized
- Focus on cost reduction, profitability and finding new lines of business

Guidelines for Success

	Rebalance the fleet
	Restructure operations with a new strategic plan to right size resources
	Leverage routing optimization data to perform strategic modelling
	Optimize delivery service routes
	Use continuous, dynamic route optimization to maximize efficiency and extend cut-off times
	Re-optimize daily routes for changes in volume, number of drivers, and type of products being delivered
	Take advantage of reduced traffic by increasing road speeds in your route planning system to quickly scale capacity and make more deliveries
	Streamline processes
	Digitize driver workflows to eliminate paper and reduce time-per-stop
	Transmit electronic invoices from delivery site to reduce order-to-cash
	Be responsive
	Use real-time visibility to quickly respond to delivery exceptions and assign new work
	Proactively update customers of delivery changes with automated, proactive notifications
	Keep customers informed of policy changes, operating hours, promotions, etc. to retain and grow business

*Increasing route planning road speeds can increase deliveries by up to 37% **

Average Descartes route planning results:

10-12 %
fewer miles driven

8-10%
reduction in routes

80-100%
on-time performance