



HELPING CUSTOMERS DELIVER™

DESCARTES FOR BEVERAGE

HELPING BEVERAGE DISTRIBUTORS EFFICIENTLY AND PROFITABLY MANAGE DELIVERY OPERATIONS

Beverage distributors are under more pressure than ever with increasing transportation costs, labor concerns, customer requirements and industry upheaval. To be successful, today's beverage distributors must have the right tools and fleet management practices in place to optimally manage deliveries while maintaining the high levels of customer service required to attract and retain customers.

For over 20 years, Descartes has provided innovative delivery management solutions to the beverage industry that help reduce costs, increase profitability and enhance customer satisfaction. Our solutions for strategic territory design, warehouse optimization, daily fleet routing, dispatch, wireless communication, performance monitoring and reporting help beer and beverage distributors streamline operations by improving resource utilization and increasing communications to customers as well as internally.

With flexible capabilities to support the unique needs of beverage distributors, Descartes empowers your logistics personnel to add measurable value to your company.

BUSINESS IMPACT

Transform logistics focus from cost and asset centric to profit and customer centric.



DESCARTES SOLUTIONS FOR WHOLESAL DISTRIBUTION offer the key capabilities needed to effectively create sales and distribution territories; plan and execute efficient delivery routes; communicate with drivers in real-time; improve distribution center productivity; and measure real-time and historic performance – all while taking customer service to the next level.

DESCARTES DELIVERY MANAGEMENT™ SUITE

Sales & Territory Planning. Descartes helps wholesale distributors create territories and develop sales and replenishment strategies. Helps maximize customer service and profit while considering operational goals, seasonal fluctuations in demand, as well as business constraints. Key capabilities include:

- Labor/revenue management;
- Service plan visibility over time and geography;
- Easy “what-if” service policy modeling/simulation;
- Creation of sales and merchandizing routes; and
- Integration of customer and resource territory design - with daily route planning.

Daily Route Planning. Descartes can accelerate the ability to continuously create reliable daily delivery routes with fewer trucks, fewer miles and fewer drivers. Schedule deliveries and create route plans that respect customer commitments, help to reduce overall distribution costs, and improve on-time delivery. Key capabilities include:

- Detailed modeling of customer and operational constraints;
- Centralized planning across multiple distribution facilities;
- Addition of new orders throughout the day with continual adjustment of the route plan; and
- Support for wave picking by continuously releasing routes.

Mobile, Dispatch & Automated Vehicle Locator (AVL). Descartes helps seamlessly integrate route planning, dispatch, wireless communication and delivery status messaging to measure actual against planned performance for continuous operational improvement. Descartes is unique in that it provides a single technology platform for dispatch, two-way wireless driver communication, en-route monitoring, and a variety of role-based viewing options into delivery schedules and real-time status updates for dispatchers, customer service representatives and operations managers. Key capabilities include:

- The ability to monitor/track assets and schedule for real-time status updates;
- The ability to forward estimated arrival time predictions and alerts;

- Real-time dispatch-to-driver data communication; and
- Device- and telecommunications network-independent.

Distribution Center Optimization. Descartes helps wholesale distributors increase distribution center (DC) productivity, capacity and throughput. Determine optimal facility layout and product flow to minimize cost and maximize service. Key capabilities include:

- Creation of inventory and throughput profiles;
- Product slotting using different user criteria; and
- Simulation of operations with staffing, forklifts and time standards.

Reporting and Performance Management. Descartes' standard reporting tools help organizations make better short- and long-term logistics decisions based on actual performance and other considerations like cost, resource availability and business goals. Wholesale distributors can quickly and easily build flexible logistics oriented reports to share within a department, across the enterprise and/or with trading partners and customers. Key capabilities include:

- Customizable reports to measure a variety of key delivery statistics and metrics;
- Rule-based engine to measure logistics activities overtime;
- Compatible with Descartes solutions and other open database complaint (ODBC) systems; and
- Simple and secure publishing.

MEASURABLE BENEFITS

In addition to qualitative improvements in productivity, driver accountability and customer service, Descartes' customers have experienced:

- Up to 20% distribution cost reduction
- Up to 30% improvement in on-time delivery
- Up to 33% increased vehicle utilization
- Up to 50% more cases and stops per route
- Up to 20% increase in DC space usage
- Up to 15% reduction in labor costs within the DC

THE DESCARTES DIFFERENCE

The Descartes Systems Group Inc. (TSX: DSG) (NASDAQ: DSGX), a leading provider of software-as-a-service logistics solutions, is delivering results across the globe today for organizations that operate logistics intensive businesses. Descartes' logistics management solutions provide messaging services between logistics trading partners, “book-to-bill” services of contract carriers and private fleet management services for organizations of all sizes. These solutions and services help Descartes' customers reduce administrative costs, billing cycles, fleet size, contract carrier costs, and mileage driven and improve pick up and delivery reliability. For more information, visit www.descartes.com.

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