



DESCARTES

# FOOD DISTRIBUTION & GROCERY **Customer Success**

See how others like you are reducing delivery costs and maximizing asset utilization with integrated routing and mobile solutions



Route “Everything but the food®” in fewer miles and with less fuel.

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*In addition to helping us generate savings of close to \$100,000 in the first year alone through increased route productivity and delivery efficiency, Descartes has been a great business partner. They have worked closely with us to solve our business problems, meet our needs, and help us maximize delivery performance.*

- Tom Wydra, Corporate Fleet Manager, Edward Don & Company

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25%

INCREASED FLEET CAPACITY  
WITH DAILY PLANNING

By optimizing their route planning process, Edward Don & Company boosted their bottom line. [Read the full story →](#)

Free the burden of paper-based systems with digital proof of delivery.

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*U.S. Foods is always looking for innovation. Descartes helped us make our customers' lives easier by increasing efficiency in our operations—even in accounting! And when we implemented their solution, their team not only helped us understand our needs from the system perspective, but they also helped us understand our business process needs.*

- Federico Masais, Sr. Director, IT Supply Chain Systems, U.S. Foods

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With digital proof of delivery and real-time chain of custody, U.S. Foods minimized disputes and is delivering enhanced customer service. [Read the full story →](#)

\$6M

IN BACK-OFFICE SAVINGS

US  
FOODS

# Seamlessly manage complex fleets with routing & mobile solutions.

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*With one of the largest private truck fleets in the U.S. operating out of 68 distribution centers, PFG's operations are extensive. Descartes' advanced solutions are helping improve our delivery processes. With better accuracy, reduced admin activity and real-time invoice adjustments, we're able to drive greater efficiencies from our distribution operations.*

- Jim Hope, EVP Operations, Performance Food Group

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With advanced capabilities designed to meet industry-specific needs, Descartes enabled PFG to deploy a functionally-rich, cloud-based fleet management solution.

[Read the full story →](#)



9%

REDUCTION IN TOTAL ROUTES

20%

REDUCTION IN FUEL COSTS

## Deliver efficiency & savings with last mile routing for grocery distribution.

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*With the Descartes routing solution, we've saved approximately 10-15% in transportation costs. We're also delivering to 25% more stops without having to add more drivers or more trucks. It's definitely helped to give me more of my fleet back to support Brenham's ongoing growth.*

- Bradley Trochta, VP Brenham Wholesale

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By moving from static to dynamic route planning, Brenham Wholesale was able to increase route density and maximize fleet capacity. [Read the full story →](#)





## A Seamless Solution

Food service and distribution companies can significantly reduce costs and improve customer satisfaction with integrated routing, mobile and business analytics solutions.

**Descartes' holistic approach to routing management delivers the command and control needed for world-class fleet operations with:**

- The most comprehensive fleet management solution for optimized route planning and execution
- Integrated mobility for dynamic planning, dispatch & delivery
- Real-time supply chain visibility provides ETAs, predictive analytics & automated exception notifications
- Advanced telematics to monitor driver and vehicle performance and manage compliance
- Integrated analytics to provide deep insight into operational performance and identify performance improvement opportunities
- Comprehensive fleet & for-hire transportation management solution with advanced, multimodal capabilities

To learn more about our fully-integrated routing, mobile, telematics solutions designed specifically for the food industry, [visit our website to schedule a conversation with our team](#)

## Uniting the People & Technology That Move the World.