

Rotech Healthcare Selects Descartes to Improve Nationwide Distribution of Home Medical Services and Equipment

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WATERLOO, Ontario, March 07, 2016 (GLOBE NEWSWIRE) -- Descartes Systems Group (Nasdaq:DSGX) (TSX:DSG), the global leader in uniting logistics-intensive businesses in commerce, announced that Rotech Healthcare has selected Descartes' cloud-based route planning solution to automate planning, dispatch and data collection processes for its fleet delivering medical equipment and services to patients across the U.S.

"Quality care and managing patient outcomes are at the core of our business. Our distribution and logistics operations play an integral role in our ability to deliver on this commitment," said Tim Pigg, President & CEO at Rotech Healthcare. "As the current tide of healthcare reform adds more margin pressure to the home medical equipment (HME) industry, we are making significant technology investments to increase efficiency and drive down unnecessary logistics costs without sacrificing high quality service for our customers."

Descartes' route planning solution provides fast time-to-value for rapidly-growing companies, like Rotech, that need to consolidate delivery operations and move away from manual and paper-based practices for route planning and execution. The solution offers advanced capabilities to optimize both static and dynamic routes by taking into account business rules, delivery assets, and customer requirements. Planners and dispatchers benefit from better visibility and control over daily routes with a drag-and-drop visual planning user interface to make edits and monitor delivery status throughout the day. Mobile solution integration provides real-time GPS-based tracking, planned versus actual performance monitoring, and the electronic capture of proof-of-delivery (POD) information.

"Descartes is excited to help Rotech Healthcare make its distribution and logistics operations more efficient and responsive," said Andrew Roszko, Senior Vice President of Sales at Descartes. "Providing medical equipment and services direct to patients' homes often involves significant complexity and transportation resources. Our cloud-based route planning, execution and mobile solutions are ideal for automating delivery management processes to support the service standards that customers expect while reducing fleet costs."



Company Profile

Rotech Healthcare
Home Medical Equipment

Descartes Solutions

Descartes Route Planning

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Tim Pigg
President & CEO
Rotech Healthcare

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About Rotech Healthcare

Rotech is a national leader in providing respiratory and sleep apnea treatment as well as home medical equipment. Each and every day, thousands of employees in the Rotech family of hometown companies contribute to delivering outstanding customer service and the very best in quality patient care through hundreds of locations nationwide. Our team is a dynamic group of top-quality healthcare professionals — including respiratory clinicians, customer service representatives, Medicare and insurance experts, patient service technicians, and many others — who are dedicated to more than simply providing home medical products. Together, we are all committed to you, your family and your physician in achieving a common goal — helping you lead a more comfortable and productive life, every day. For more information, visit www.rotech.com.

About Descartes Systems Group

Descartes (Nasdaq:DSGX) (TSX:DSG) is the global leader in providing on-demand, software-as-a-service solutions focused on improving the productivity, performance and security of logistics-intensive businesses. Customers use our modular, software-as-a-service solutions to route, schedule, track and measure delivery resources; plan, allocate and execute shipments; rate, audit and pay transportation invoices; access global trade data; file customs and security documents for imports and exports; and complete numerous other logistics processes by participating in the world's largest, collaborative multimodal logistics community. Our headquarters are in Waterloo, Ontario, Canada and we have offices and partners around the world. Learn more at www.descartes.com, and connect with us on LinkedIn and Twitter.

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Cautionary Statement Regarding Forward-Looking Statements

This release contains forward-looking information within the meaning of applicable securities laws (“forward-looking statements”) that relate to Descartes’ solution offering and potential benefits derived therefrom; and other matters. Such forward-looking statements involve known and unknown risks, uncertainties, assumptions and other factors that may cause the actual results, performance or achievements to differ materially from the anticipated results, performance or achievements or developments expressed or implied by such forward-looking statements. Such factors include, but are not limited to, the factors and assumptions discussed in the section entitled, “Certain Factors That May Affect Future Results” in documents filed with the Securities and Exchange Commission, the Ontario Securities Commission and other securities commissions across Canada including Descartes’ most recently filed management’s discussion and analysis. If any such risks actually occur, they could materially adversely affect our business, financial condition or results of operations. In that case, the trading price of our common shares could decline, perhaps materially. Readers are cautioned not to place undue reliance upon any such forward-looking statements, which speak only as of the date made. Forward-looking statements are provided for the purpose of providing information about management’s current expectations and plans relating to the future. Readers are cautioned that such information may not be appropriate for other purposes. We do not undertake or accept any obligation or undertaking to release publicly any updates or revisions to any forward-looking statements to reflect any change in our expectations or any change in events, conditions or circumstances on which any such statement is based, except as required by law.