

Fresenius Medical Care North America Enhances Nationwide Distribution of Home Dialysis Machines and Supplies with Descartes Last Mile Delivery Solution

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**FRESENIUS
MEDICAL CARE**

WALTHAM, Mass. & WATERLOO, Ontario, February 1, 2021 (GLOBE NEWSWIRE) – Fresenius Medical Care North America (FMCNA), the nation's leading provider of kidney care products and services, and Descartes Systems Group (Nasdaq:DSGX) (TSX:DSG), the global leader in uniting logistics-intensive businesses in commerce, announce the rollout of Descartes' last mile delivery solution to improve the distribution of equipment and services to home patients and dialysis centers across the U.S.

“We take great pride in the superior care we give to our patients and the best-in-class service we provide to our customers,” said Scott McLean, Director of Transportation at FMCNA. “Our distribution operations are fundamental to this commitment and the Descartes solution allows us to realize greater efficiencies managing over 400 vehicles on a daily basis to support people who are relying on our critical medical supplies.”

Descartes' last mile delivery solution provides an end-to-end platform for home and last mile delivery operations. The solution spans delivery appointment booking, route planning and execution, mobile proof-of-delivery (POD) and notifications processes. For FMCNA, in addition to creating more efficiencies with route planning, the solution improves customer experience by providing home patients with more detailed information and control over the delivery of life-sustaining dialysis supplies. These enhancements support efforts to increase adoption of home dialysis treatment for people living with kidney failure, an FMCNA priority and a goal of the U.S. government's Advancing American Kidney Health initiative.

Using advanced continuous optimization technology, Descartes' last mile delivery solution takes committed appointments and improves route productivity, which generates additional delivery capacity and reduces costs. The solution manages delivery execution with intelligent dispatching and GPS-based real-time vehicle tracking. The related mobile application helps drivers execute the route and capture essential POD details. Real-time alerts keep customers up to date with the progress of the delivery through text or email messages and engage the customer through surveys to provide a superior customer experience.

Company Profile

Fresenius Medical Care North America
Provider of kidney care products
and services

Descartes Solutions

Route Planning and Execution
Mobile Proof of Delivery (POD)
Last Mile Delivery

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Scott McLean

Director of Transportation
Fresenius Medical Care North America

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"We're pleased to help Fresenius Medical Care North America make the distribution of its services and equipment more responsive and efficient," said James Wee, Vice President at Descartes. "By optimizing the entire delivery process from appointment booking to post-delivery, Descartes' proven last mile delivery solution changes how companies engage with their customers, elevating the customer experience while minimizing delivery costs."

The new solution is being rolled out this month in select markets within TruBlu Logistics®, the supply chain division of FMCNA. The full nationwide rollout, including patient scheduling and notifications, is expected later this year. TruBlu Logistics offers an integrated supply chain with assets that include regionally located distribution centers, cross-dock locations, a private fleet of long-haul trucks, and a regional last mile delivery fleet.

About Fresenius Medical Care North America

Fresenius Medical Care North America (FMCNA) is the premier healthcare company focused on providing the highest quality care to people with renal and other chronic conditions. Through its industry-leading network of dialysis facilities and outpatient cardiac and vascular labs, Fresenius Medical Care North America provides coordinated healthcare services at pivotal care points for hundreds of thousands of chronically ill customers throughout the continent. As the world's largest fully integrated renal company, it offers specialty pharmacy and laboratory services, and manufactures and distributes the most comprehensive line of dialysis equipment, disposable products, and renal pharmaceuticals. For more information, visit the FMCNA website at <https://fmcna.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.