

Product Information

Descartes Route Planner™ Solutions



To offset escalating delivery costs and improve margins that are trending downward, delivery operators need new ways to create efficiencies. Delivery logistics processes are increasingly challenging to manage, with changes in day-to-day delivery requirements adding to the overall complexity of the job. Whether a customer changes an order at the last minute or a breakdown occurs on the road, these types of issues significantly impact the day's delivery schedule and associated costs.

End customers also demand narrower delivery time frames and greater flexibility in scheduling and rescheduling deliveries. They also want to receive real-time updates on their delivery status. This adds a considerable burden in route planning and dispatch operations as organizations try to balance process efficiency with the need to deliver affordable service.

At Descartes, we recognize the challenges that operators face, and have built our business around helping our customers quickly and efficiently improve their service and reduce the cost and complexity of managing delivery processes. We also understand that all organizations are not created equal and, while they may have similar customers, each operates and serves their customers differently. At Descartes, we know that one solution does not fit all so we made the investment in a variety of delivery management solutions that meet the needs of our growing customer base.

A recognized innovator in delivery management, Descartes has offered market-proven routing and scheduling solutions for over 20 years. With extensive logistics expertise and a leadership tradition in wireless and messaging, we have deployed advanced delivery applications at over 700 companies.

Part of the Descartes Delivery Management™ Suite, Descartes Route Planner solutions are built with our customers in mind: they are easy-to-use and easy-to-deploy with proven track records of delivering results. They integrate with the strategic planning and dispatching functionality of the other Descartes route management applications.

Descartes' customers have seen a 10% to 20% increase in completed daily deliveries, a 10% drop in fuel consumption, and a 20% improvement in vehicle utilization.



Descartes Route Management Solutions enable you to reduce delivery time windows, address exceptions on the road, plan routes more efficiently and respond to customer changes on the fly.

Implementing the Right Solution for the Right Customer

Since its inception, Descartes has created and acquired route management solutions to fit the requirements of all types of organizations, regardless of scope, size or complexity. We have also supported our customer requirements as they have grown, enabling them to transition to the right solution to meet their needs. Descartes Route Management Solutions include:

Descartes Sales & Territory Planner

Customer Profile: Planner

"I have a recurring delivery customer base, but my trucks go to just about all parts every day."

To balance workloads and simultaneously maximize sales during territory planning requires a smart approach that integrates efficient route systems.

Descartes' Sales & Territory Planner uses a variety of parameters (stops, miles, time, product units, etc.) to ensure balanced routes. In addition, it considers the potential sales value of individual customers, prospects, and geographies plus territory travel times to establish equal sales opportunities for all reps.

Businesses in the consumer packaged goods and other direct delivery industries find Descartes' Sales & Territory Planner offers the functional depth needed to maximize the productivity of their delivery, sales, pre-sales and merchandising personnel.

Potential Benefits and Features Include:

- Incorporates recent revenue, volume statistics, frequency requirements and delivery patterns. Creates balanced sales territories with optimized route plan
- Plans include customer locations, street-level detail, routes, schedules, cost implications, and more. Users get fast and informative results from their planning process
- Easy editing ability instantly incorporates changes, re-draws routes and re-calculates schedules. Accommodates today's reality of frequent changes
- Advanced planning capability shows a customer's revenue potential. Enables dispatcher to prioritize customer service based on quantifiable metrics
- View customers by revenue, standard product delivered, package size, territory, etc. Allows user to analyze information and improve accuracy of planning
- Balancing sales workloads and earnings potential

Descartes Area Planner

Customer Profile: Planner

"I have a dense customer base with virtually street to street stop requirements. I need to better plan my work areas and tours on the street."

Today, enterprises attempt to use their current transportation and supply chain management systems to develop pre-day route plans. Upon execution of these route plans, wireless vehicle tracking technology is used to track real-time positions of their fleets. There are two major gaps with this approach to fleet management:

- These route plans become obsolete the moment the truck leaves the dock due to a wide range of unforeseen, real-world events
- Wireless tracking technology can only communicate where a truck is, not where it will be or if it will arrive at its destination on time. In other words, it can tell you the problem, but it doesn't offer a solution

Descartes' Area Planner is a next-generation routing solution that addresses these concerns by putting real-time profit-based fleet management and on-time performance management into the hands of dispatchers and operations executives. The Descartes Area Planner can be easily deployed into existing operations centers without the need for added computing infrastructure or lengthy consulting or customization.

The solution integrates seamlessly with your current SCM and TMS systems to enhance the pre-day optimization of profitbase routes. Plus, its execution engine will make use of wireless location data to continuously adapt to real-time information and regenerate dynamic route plans based on the real-world environment. Descartes' Area Planner provides dispatchers with a constant graphical view of future route predictions based upon a probabilistic approach that considers the optimal balance of profitability, on-time delivery and customer satisfaction to achieve maximum fleet performance.



Descartes has created and acquired route management solutions to fit the requirements of all types of organizations, regardless of scope, size or complexity.

Descartes Route Planner

Customer Profile: Planner

"I need routing tightly integrated into my enterprise processes because my customers and orders change right up to and even beyond the time of dispatch."

Descartes Route Planner is a configurable, on-premise enterprise solution geared towards organizations with multiple vehicles, multiple locations and multiple stops. Organizations that use Descartes Route Planner typically have a high level of complexity in their operations.

Features and Potential Benefits Include:

- Integrated wireless for real-time dispatch and stop resequencing. Dynamically track and assess delivery windows
- Web-based reservation agent for self-scheduling by end customer, call center, or order management personnel
- Dynamic optimization improves asset utilization as demand changes
- Yield management to define routes that prioritize profitable orders and customers. Support complexity like variable order size and same-day delivery
- Precise geographic intelligence to improve delivery promise and on-time performance

Descartes Route Planner RS

Customer Profile: Local Power

"I want to quickly route large batches of orders just in time to hand off to the warehouse. I want to run the software myself and would like the option to track my routes in real-time."

For firms that specialize in customer delivery, managing local and regional fleet activities requires highly effective planning practices. Descartes Route Planner RS, an on-premise licensed software solution, is a market-leading route planning and analysis tool. Successfully implemented world-wide, Route Planner is increasing efficiency for hundreds of organizations ranging from beverage manufacturers to furniture retailers.

Users can establish logical routes that meet their business goals, and provide more flexible and accurate pick-up, backhaul, delivery and service appointments. Plus, its vehicle and driver databases help users determine total costs associated with each route and stop.

Potential Benefits Include:

- Rock-solid routing decision support used around the globe
- Enables "what-if?" analysis using historical order data. Empowers the planner to examine different options and make better decisions
- Considers requirements and constraints of existing contracts and prospective business. Users can better measure impact on their own operation, and make intelligent, profitable bids
- Dynamically linked map and schedule text views and color-coded alerts. Allows easy drag-and-drop route editing and accommodates changing events
- Dynamically plans routes down to distance between stops and time required per stop. Improves on-time rates and increases customer satisfaction while decreasing overtime
- Based on superior, detailed geographic data and yields precise ETAs, exact route assignments, sequences and performance metrics
- Configures territories; builds route plans; dispatches changes and new orders; and issues alerts. Comprehensive field management in a single application
- Can quickly and easily send changes to a single driver, multiple drivers or the entire fleet. Reduces driver slack time and improves operational efficiency
- Offers both chronological and geographic displays. Relevant information is readily available: customer locations, route summaries, stop details, etc.
- Interact with mobile devices to "capture" field events and transmit via wireless server. Cost-effective real-time communications
- Relies on superior geographic intelligence that cuts mileage and drive times. Improves service and reduces cost, plus more accurately predicts ETAs to avoid late service



Descartes Route Planner solutions are built with our customers in mind: they are easy-to-use and easy-to-deploy with proven track records of delivering results.

Descartes Route Planner On-demand

Customer Profile: Just Execute

"I want a robust solution to build, dispatch and track routes, sales people and merchandisers, that I can deploy quickly. I don't want to have to administer the software."

The Descartes Route Planner On-demand provides an easy and affordable way to plan, optimize and dispatch routes. This on-demand route management solution was created to run on the Web and combines sophisticated functionality with simplicity and ease-of-use. It optimizes both static and dynamic routes to maximize efficiency by taking into account geographic zones, time windows and other physical constraints when planning delivery fleets. It also provides dispatchers, managers and customer service representatives with a real-time, global view of driver movement and delivery status across an entire enterprise. This robust solution drives out operational inefficiencies, ultimately cutting costs and improving customer service.

Route Planner On-demand is based on an affordable subscription model and is available on a pay-as-you-go basis to eliminate upfront costs and meet your organization's need for logistics functionality.

Features and Potential Benefits Include:

- Not capital intensive
- No software, hardware or map data purchase
- No annual maintenance
- Experienced resource working in partnership with you to deliver the best, optimized solution to fit your business
 - Accountability for a.m. and p.m., break and service times
 - Increased stops per paid hour
- Reduced fuel consumption, miles driven
- Improved exception management and tracking of field inventory
- Improved service through real-time visibility
- Benchmark driver performance in comparison to industry standards
- Customer time windows are confirmed
- Reduced data entry costs
- Reduced customer service costs by empowering front line workers

- Geocoding functionality
- Static routes are assigned delivery times and mileage calculated
- Changes at dispatch can be incorporated in real time
- Visual mapping tools

Descartes Route Planner RV

Customer Profile: Just Execute

"I want a low cost, simple to use application that I run myself for basic route sequencing with an option to upgrade to mobile and AVL."

This solution provides small fleets (less than 50 vehicles/independent location) with a low cost, self service route planning application.

It is a map-based routing software program designed to save time and cut delivery expenses by as much as 30%. Easy to learn and easy to use, Route Planner RV's convenient technology enables delivery of more product on fewer trucks, driving less miles, while using the least amount of labor.

This on-premise offering is very easy to install and use.

Features and Potential Benefits Include:

- Detailed map displays all routes for the day
- Table provides summary of all information for each route
- Bar graph helps balance workloads
- Reduces routing labor
- Sets the pace for drivers
- Provides more on-time deliveries
- Integrates with most ERP systems
- Reduces or eliminates overtime
- Plans more efficient, cost-effective routes
- Improves customer service