

Product Information

Descartes Sales & Territory Planner™



Selling Smarter

Minimizing logistics costs while providing the level of service customers demand is a constant challenge. Sales territories must be defined to maximize sales, balance workloads and minimize the cost-to-serve when fulfilling orders; and then an efficient delivery system is needed to support the territories.

Descartes Sales & Territory Planner is a strategic planning application that generates balanced sales territories and optimized route plans, which can result in enhanced sales productivity and fleet utilization, improved revenues and customer service, and lower mileage and operating costs.

Strategy Time

Descartes Sales & Territory Planner is geared towards organizations that have a recurring delivery customer base but have vehicles that go to the same delivery areas every day.

Descartes Sales & Territory Planner can improve the efficiency, visibility and service levels of routing plans. A recognized innovator in delivery management, Descartes has offered market-proven routing and scheduling solutions for over 20 years. More than 700 companies have deployed solutions from Descartes, known worldwide for its extensive logistics expertise and experience in delivery environments.

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

Enhance Sales Productivity

Descartes Sales & Territory Planner helps streamline sales region fulfillment to drive greater revenue.



Descartes Sales & Territory Planner evaluates geographic distribution and sales potential for each customer to establish optimal territory and route definitions. Factors considered include minimizing travel time and related costs and balancing opportunities across members of the sales team. Additional parameters such as stops, miles, time, and sales volume can be incorporated to determine routes and route schedules.

Summary

Benefits

Descartes Sales & Territory Planner Helps:

- Maximize the productivity of delivery, sales, resales and merchandising personnel
- Balance territory assignments, workloads and earnings potential
- Decrease drive time, route length and fuel consumption
- Improve number of daily deliveries and delivery volume
- Increase selling time for sales representatives
- Enable an objective analysis of sales territories to prioritize service

Features

Insightful Visuals. Presents each plan in a graphical format. Displays territories, routes and customer locations in full-color, street-level maps with associated cost implications. Provides views for metrics such as revenue, standard products, package size and territory, allowing deeper analysis.

Intelligent Bid Support. Provides the insight needed to evaluate the impact of new business opportunities and bid appropriately. Facilitates assessment and allocation of sales resources needed to support new business and new markets.

Flexible “What if” Analysis. Can be configured to restrict costly delivery options while offering incentives for more beneficial time slots. Enables the reservation of preferred shipping windows for the most profitable customers, automatically closing off slots to those of lower priority.

Geographic Intelligence. Employs an extensive digital road network to support street-level optimization and turn-by-turn directions. Provides more accurate drive time calculations than traditional point-to-point estimates. Considers weather and traffic-related conditions.

Logistics Expertise. Descartes offers consulting services to support territory evaluations. With a proven ability to rapidly integrate to legacy and packaged solutions, Descartes Sales & Territory Planner can deliver exceptional speed to benefit.