



**Aptean Routing & Scheduling**

# Ready to See Quick ROI on **Route Optimization Software?**





## Ready for What's Next, Now?

You've got to spend money to make money.

It's an adage that still rings true. But when you spend money, you've got to ensure you'll be able to make that money back.

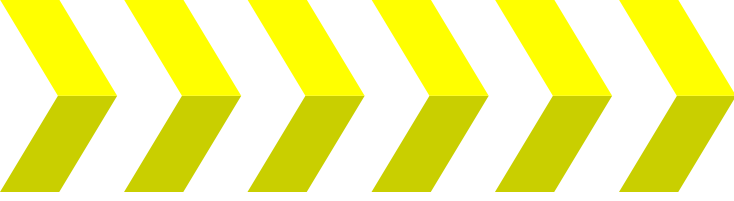
Any purchase of business management software – including **route optimization software** – should include an assessment of how fast you will recoup the cost.

It's a smart and savvy investment that will, eventually, save you money. But when?

The difficulty in predicting ROI comes from the simple fact that there's a lot to calculate. There's a range of business departments and operations from which the savings that drive ROI will come. And every case is different.

However, it's not unreasonable to ask a potential route planning software vendor to estimate how fast the return on investment could be or where it will come from.

Let's explore exactly what you can expect from your software investment and how to get it.



## Could route optimization cut costs for my company?

The short answer: yes.

The long answer: every company is starting from a different point of operational efficiency. Those with the most limited route optimization tools – or no tools at all – have the most to gain from **route planning and execution software**.

Size is also a factor. If you have a \$10M transportation budget, and implementing route planning software saves you 10%, you get a million-dollar saving. For many businesses, saving \$50,000 in the first year is a compelling return on investment- especially when you consider this continues happening every year.

### Better use of assets, lower costs

Typically, ROI on a **route planning software** purchase comes from three main areas:

1. Better driver utilization as you plan routes that make more efficient use of each shift.
2. Fewer trucks are needed, so high maintenance costs are reduced.
3. Carbon footprint and fuel costs are reduced because of fewer miles being driven.

### Reduced administration costs

But some areas that generate savings with better route planning and execution are less obvious.

1. Those responsible for route planning often wear multiple hats, so allocating time for planning each day can be challenging. Route planning might get squeezed in at the end of the day or between other tasks, making consistency difficult. When you implement routing and scheduling software, you gain confidence knowing you have an accurate and reliable transportation plan in place.
2. In a larger operation, there can be multiple people planning routes. Perhaps one at each site, each trying to fit in planning, among other tasks. With automated route planning and scheduling, you can centralize the planning from one location, freeing up the other people to use their skills and knowledge to benefit the business elsewhere.

## Later cut-off, earlier picking

Another benefit of advanced routing software comes from the ability to push back the cut-off time for accepting customer orders. Automating route planning makes scheduling deliveries a much quicker task—meaning orders can be accepted later and still comfortably fulfilled without putting pressure on the picking team.

Being able to comfortably fit in later orders and knowing that you can schedule reliable delivery times means an improved customer experience, which means better customer retention and increased competitive advantage.

Faster route planning means you can release work to a warehouse or distribution center and start picking earlier, reducing the need for night shifts to fulfill orders. If your order cut-off is 6:00 pm, for example, you can complete a route plan quickly and easily by 6:30 pm and start picking straight away.





## Modeling potential savings

At Aptean, our customers experience an **impressive ROI**, usually between 10% and 30% in operational expenses.

Marigolds & Onions, an event planning and catering company in Toronto, for example, leverages **Aptean Routing & Scheduling Paragon Edition** to reduce its use of third-party couriers by 50% and reduce delivery labor by 20%, **saving them \$15,000 per month** and seeing payback within 3 months of going live.

Frozen Food Express, a US nationwide carrier, **grew revenues by 9% in the first six months** of implementing Aptean Route Optimization software because of improvements in its ability to deliver a consistent and reliable delivery service.

Maybe your company's distribution is struggling to meet growing customer demands. Maybe you are growing faster than your current route planning methods allow.

In most cases, investing in software that drives efficiency in operations prevents you from buying more assets or throwing cash at extra resources. Doing so could save you a significant amount of money, giving you the best ROI – from the money you didn't have to spend in the first place.

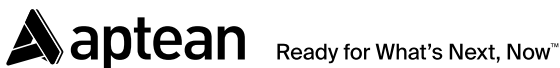
Ready for a solution that's going to provide you with quick ROI? **Reach out now.**



# Are you Ready to Learn More?

Interested to see how Apteon Routing & Scheduling can help improve your transportation operation?

Contact us at [info@aptean.com](mailto:info@aptean.com) or visit [www.aptean.com](http://www.aptean.com).



## About Apteon

Apteon is one of the world's leading providers of industry-specific software. Our enterprise resource planning and supply chain solutions are uniquely designed to meet the needs of specialized manufacturers and distributors, while our compliance solutions serve specific markets such as finance and life sciences. With both cloud and on-premise deployment options, Apteon's products, services and unmatched expertise help businesses of all sizes, across many industries, to scale and succeed.

For more information, visit [www.aptean.com](http://www.aptean.com).