

Mobile Direct Store Delivery to Increase Operational Efficiency

AT A GLANCE

COMPANY- Global Beverage Company in South Africa

INDUSTRY- Consumer Products

SOLUTION- Mobile Application for Direct Store Delivery that integrates with SAP.



ABOUT UNVIRED

Unvired delivers solutions to enable the Digital Enterprise. Unvired mobilizes SAP, Oracle, and other backend systems, enabling greater employee productivity and customer satisfaction.

Headquartered in Houston, TX and with customers in N. America, Europe, South Africa, and APAC, Unvired is committed to its clients realize the benefits of enterprise mobility at a disruptively low cost and time to implement and continues to innovate in enterprise mobility.

BUSINESS CHALLENGES:

- Existing solution lacked features like electronic signature capture, digital invoice generation on the device. Since the invoices were paper-based, cost and effort of scanning were high as well as there were missing invoices.
- A custom middleware was maintained which was very costly to maintain.
- The current application had a very basic user interface which was difficult for the user to use.

SOLUTION:

- Pre-Sales: Download Tour/Visit List on Mobile device: Route, Inventory, & Pricing information
- Check-Out: Validate product inventory in truck and cash with driver
- Delivery: Deliver Pre-sold Orders and Direct sales from Truck
- Sales Order Taking & Manage Pricing
- Invoice and Payment Collections
- Truck Loading and Inventory Management
- Route Accounting – Driver expenses, etc.
- Routing: Integration with Google Maps
- Surveys and Data Collection: Integrated with SAP CRM
- Reports/Analytics: Integrates with SAP BW/BI

PROJECTED BENEFITS:

- Increased Operational efficiencies in terms of user productivity
- Inventory Reduction: Delivery drivers can make decisions based on Service Level Agreements
- Reduced Out of Stock Conditions at Point of Sale
- Increased Cash Collections: Download Open items from SAP on mobile devices, Close Open Items
- Increased Sales: Real time price checks, create sales orders in SAP, check inventory
- Increased Customer satisfaction via filling Customer surveys
- Eliminated Lost Collections