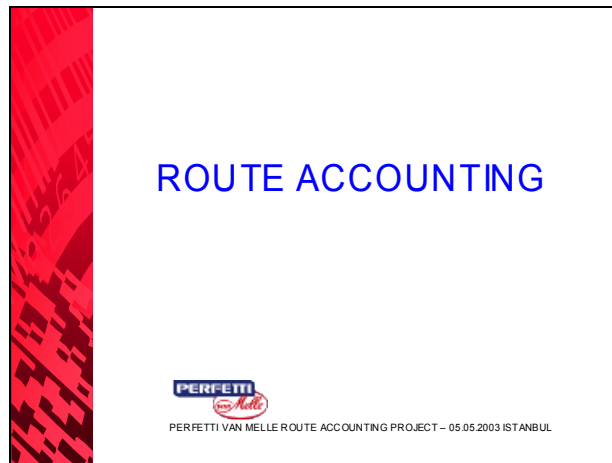


Slide 1



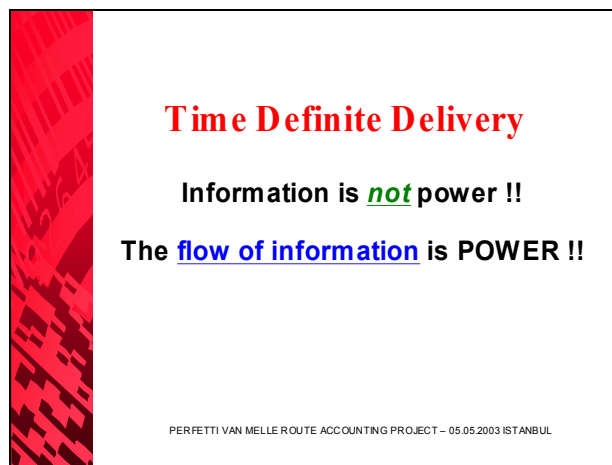
ROUTE ACCOUNTING

PERFETTI
Van Melle

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Slide 2



Time Definite Delivery

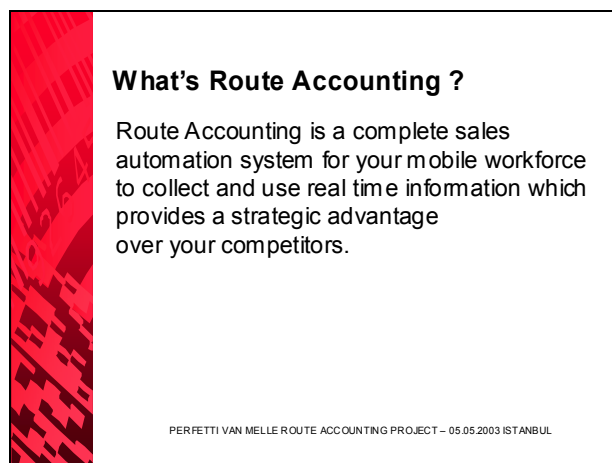
Information is **not** power !!

The **flow of information** is POWER !!

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Slide 3




What's Route Accounting ?

Route Accounting is a complete sales automation system for your mobile workforce to collect and use real time information which provides a strategic advantage over your competitors.

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Slide 4




Equipping your mobile workers with a feature-rich handheld computing solution from **Romar** can offer enhanced on-site access to :

- *Customer Records*
- *Product Details*
- *Ordering Information*

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Slide 5




**Route Accounting System
Allows Mobile Workers:**

- Produce and print invoices or shipping documents automatically at the customer site
- Reduce the errors
- Increase the speed of the operation
- Increase the number of customers per day
- Increase the customer satisfaction

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Slide 6



**Route Accounting System
Allows Marketing, Sales and Operation
Management:**

- Analyze delivery processes
- Monitor order entry and sales progress
- Manage inventory
- Provide up to the minute marketing offers

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Slide 7

Some of the Benefits of Route Accounting System

- Increase sales productivity
- Easy access to data
- Reduce printing errors and paper costs
- Fewer accounting errors
- Provide data for production planning
- Speedy, efficient end of day settlements
- Data entry (labor and equipment) savings
- Postage, courier and phone cost savings

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Slide 8

Competition is very HARD !!!



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Slide 9

Speed and **effectiveness** are the keys to improve return on investment (ROI) in your route accounting processes. When a mobile worker saves enough time to make an extra stop to another account or sell more products to an existing account, your company gains **strategic advantage** over competitors.

Improving the speed and efficiency of the delivery process may result in one more delivery each day, saving you valuable time and money

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Slide 10

Romar Route Accounting Solutions
Symbol Technologies
Portable Data Collection Terminals Family




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Slide 11

Symbol PDT3100 Terminals

- Integrated 1D barcode reader
- 8 Lines * 20 Characters
- 480 gr including the battery and laser module
- High capacity NiMH rechargeable battery
- Possibility of using 9 Volt alkaline battery
- Sharp, easy to read display
- Durable design
- 35 keys




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Slide 12


Symbol PDT3100 Terminals

- 0° to 40°C operating temperature
- -20° to 60°C storage temperature
- Left- or right/trigger for optimal comfort
- Communication and charging cradle
- Ergonomic design
- Rotating scan head



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Slide 13




Route Accounting Software

A basic route accounting application;

- *Selects the customer name*
- *Selects to items to be sold*
- *Prints the shipping document*
- *Transfer all the data to back office software*

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Slide 14




Route Accounting Software

High level accounting applications may have optional modules like;

- *Route optimization*
- *Promotion management*
- *CRM*
- *Finance*
- *Online sales (GPRS)*

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Slide 15



Route Accounting Systems

1. Truck Mounting Systems
 - a) Epson LX 300+ A4 invoice printer
 - b) Epson TM-U295 40 column slip printer
2. Mobile Systems

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Slide 16

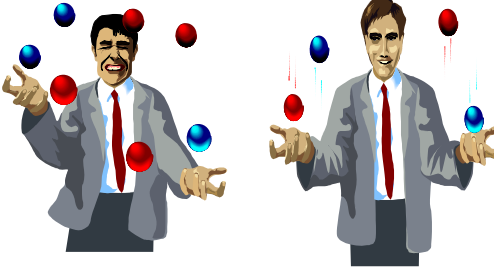
Truck Mounting RA Systems

- Powered by the vehicles 12 Volt battery,
- Multiple mounting are options available
 - Wall/bulkhead
 - Console/dash mount
- Easy to load/unload paper
- Rugged design for any vehicle environment

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Slide 17

Difference between using and not using Route Accounting...



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Slide 18

Thank you

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