

Direct Store  
Delivery/Route  
Accounting solution  
running on mobile  
computers.

Companion<sup>2</sup> SUITE

The best way to complete your daily mobile sales cycle is by using **Companion<sup>®</sup>Route**, an automation solution that optimizes the activities of distributors, deliverymen and vendors on the road.

#### INCREASE PRODUCTIVITY AND EFFICIENCY

**Companion<sup>®</sup>Route** is a software solution that allows for efficient management of direct store delivery (DSD) activities. This route accounting application automates the activities of mobile sales/delivery personnel: from truck loading to end-of-day balancing and reporting. Visits and itinerary tracking via GPS, visit sequences, inventory, order and returns processing, collection, surveys and much more can all be managed with **Companion<sup>®</sup>Route**.

#### EFFECTIVE MANAGEMENT OF YOUR MOBILE SALES FORCE

Information flows in a bidirectional environment making data available to the office and the mobile units. The **Companion<sup>®</sup>Route** solution makes use of many parameters that apply according to the user signing in and the route selected; these determine whether or not the user is allowed to grant rebates or credits, or to change the visit sequence, etc. In addition, the functions and all the terms in **Companion<sup>®</sup>Route** can be adjusted to respect a vocabulary you are familiar with. At point of sale, they will only see (if desired) client-specific information (authorized products, promotions, price lists, surveys, etc.). All calculations are made automatically with accurate data, saving time and preventing errors.

#### ANALYZE, MEASURE AND OPTIMIZE PERFORMANCE AND RESULTS

Combined with **Companion<sup>®</sup>Route**, **Companion<sup>®</sup>Office** offers a higher level of visibility over DSD operations. You can effectively manage your distribution routes and mobile sales/delivery personnel, measuring performance, evaluating opportunities and executing actions that will maximize efficiency and profitability. The GPS Tracking Module will give you higher levels of control, allowing you to evaluate routes taken, time spent, sequence of visits, idle time and more. Informed decision-making, along with better planning and control, will have a positive impact on your bottom line. This solution has a built-in report generator, so you can create reports on everything that is relevant to you. Master files such as products, prices, territories and surveys can all be managed with **Companion<sup>®</sup>Office**.

Honeywell  
CN80 rugged  
handheld  
computer



Honeywell  
CT60 rugged  
handheld  
computer



Honeywell RP4  
rugged mobile  
printer



#### ABOUT CIS GROUP

Founded in 1977, CIS Group is one of the largest providers of mobile software solutions in North America. CIS helps companies maximize productivity, decrease distribution costs and enhance profitability. CIS Group has offices in Montreal, Toronto and Boca Raton. Their innovative solutions have a proven track record with thousands of routes and reps automated throughout North America, making CIS a leading provider of automation software solutions for mobile sales, merchandising and delivery.

## FUNCTIONALITIES

- Route delivery management (visit sequence, visit schedule, pickups, Scan IN-OUT, etc.).
- Fast and accurate order taking (regular orders, samples and promotional orders).
- Personalized algorithm (quantities proposed as a function of the day/product/customer/time of year, and of previous sales and orders).
- Fast returns processing (key-in, selection, bar coding) and credit note production.
- Inventory management: vehicle and POS (back store, shelf, warehouse and display).
- Supports invoicing: management of invoicing to distributor clients (truck loading).
- Supports collection (cash, check and credit card).
- Evaluation of the competition (data gathering on pricing, surveys, facings, etc.).
- Management of promotions.
- Route balancing and easy end-of-day reporting.
- Trays, cases and pallets tracking.
- Automatic calculations and conversions (units, boxes, weight, pallets, etc.).
- Surveys, electronic smart messaging and bidirectional wireless & wired communication.
- Electronic signature, stamp and proof of delivery capture.
- Supports several types of invoices and reports.
- Invoices and orders emailed to customers.
- GPS Tracking Module.
- Distributor's customers, products and prices entries.

## ENVIRONMENTS

- Supports most WEH and Android hand-held computers.
- Supports most 3-inch, 4-inch and full-page printers.
- Supports DEX technology.

## REPORTS

- Invoices, credit notes, orders, returns, receipts, etc.
- Loading/unloading manifest.
- Pre-orders and inventory listing.
- Activities at POS.
- Account reconciliation/balancing.
- Expense reports.
- Vehicle inspection and mileage report.
- Deposit slip.
- Time sheet.
- Visit sequence reports
- Many other configurable reports are available.



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