



## CASE STUDY: DELIVERING SAVINGS AT S&S DISTRIBUTION

### S&S Distribution Limited installs WinRoute™ routing software to reduce costs

Kent based S&S Distribution, one of the largest hauliers in SE England, and member of Palletline, has made major savings over the last 12 months due to new vehicle routing & optimisation software introduced by Integrated Skills Limited (ISL) - the leading UK reseller of The Descartes System Group software.

The WinRoute software solution has enabled S&S Distribution to reduce mileage, speed-up and streamline the planning process and reduce the transport planning overhead. According to David Sanderson –Chairman of S&S Distribution – “This is one of the few times that IT has **actually** made instant and noticeable savings. WinRoute has led to substantial daily saving in the fleet operation

John Childs, Administration and IT Manager, explains that as a result of the WinRoute software the company now has one less planner. It has also increased the number of 2<sup>nd</sup> runs, which in turn has reduced subcontract use and expanded the planning ‘window’ by ‘pushing back’ the cut off times by which the loaders need the optimised routes. **All this has increased the level of confidence with the company to plan with accuracy and reduce costs.**

S&S chose WinRoute due to the rich functionality and adaptability of the software, the professionalism of the ISL approach and the proven market success of the product - one of S&S’ key accounts is already a WinRoute user.

John Childs continues in his praise of the WinRoute solution and the ISL implementation team, especially in “listening to our requirements and configuring the WinRoute system to meet our business processes whereas other potential suppliers wanted us to change the way we do things to fit their software”. He also notes that “... the software is very intuitive thanks to its visual mapping”.

Over the next few months John Childs will be further exploring the forecasting capability of WinRoute as S&S looks to increase revenues in 2012.

S&S says:

- “Substantial daily saving”*
- “Reduction in planning overhead”*
- “Reduction in subcontract use”*
- “ISL listened to our business requirements”*
- “Software easy to use”*

Established in 1968, S&S Distribution is one of the largest operators in South East England with over 100 members of staff, over 50 vehicles, moving over 500 consignments a day and with a long list of prestigious and loyal customers. A customer-focused business S&S consistently surpass their goals ensuring that they deliver performance and quality to their customers – every day.



## Integrated Skills

Integrated Skills Limited, based in Southampton and operating internationally, is a specialist provider of software solutions and environmental consultancy. ISL's logistics and optimisation solutions reduce fleet size, reduce mileage, reduce planning time/resource and maximise efficiency and can be used for scenario planning when introducing new vehicles, new routes and new services. WinRoute software is applied to routes ranging from FTL to multi-drop distribution route (150+) collections or deliveries, and RouteSmart™ software is for organisations with high volumes of collections or deliveries, door-to-door, and street-by-street.

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