



TESTIMONIAL : SOLEMCO

Market : Automatic distribution
Usage : Route optimisation
Product : TourSolver for Microsoft MapPoint



An interview with Mr. Eric Delacroix, Logistics Manager

THE COMPANY

SOLEMCO, headed by M. Le Fur, is leader on the automatic distribution in the west of France sector. The company exploits a fleet of more than 4000 automatic distributors (drinks, sweets, fresh products, etc.) and water fountains. In 2003, SOLEMCO realized a 22 millions euros turnover, employs 190 persons and make business over 3 west France regions.

THE CHALLENGE

In order to cope with its growth, SOLEMCO regularly reorganizes itself, always trying to optimize its costs. That is how SOLEMCO turned to TourSolver: with 85 machine suppliers and 20 technicians going through more than 2 millions kilometers each year, the potential growth is real!

THE RESULTS

Significant savings. "The result was not long to appear: TourSolver made us realized an average of 15% of savings on the kilometers on the reorganized sectors"

"TourSolver also confirmed our feelings: we were sure about the efficiency of one of our sector manager: TourSolver only reduced by 2% its daily kilometres, on the other hand it saved us about 40% where we were suspecting possible improvements!"

Optimized work quality. "By conscientiously studying our tours with the help of TourSolver, we significantly improved our daily work and reduced planning time."

THE INTERESTS OF THE SOLUTION IMPLEMENTED

Ease of use. "Another advantage of TourSolver is that it structures the company's organization. Easy to use, TourSolver enables us to capitalize on the company's memory: if one day a supplier is missing, his substitute will immediately be able to accomplish the tour, respecting the slightest scheduled constraint for each client! There are no more knowledge losses: our service quality is really improved."

Gradual integration. "We also particularly appreciated the possibility of gradually integrate the tool into the company. Contrarily to other softwares, TourSolver enables to easily optimize just on part of the tours and to keep one part of the existing organisation just on one click. Then, step by step, we will optimize more and more visits before reorganizing the whole activity."

Team acceptance. "We stayed attuned to the good acceptance of the new tool amongst the teams. And this was done with success: the study between the calculated tours by TourSolver and the day-to-day reality is completely satisfying. We now plan to use TourSolver for our commercial teams and to optimize their prospecting tours."



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