

Modern Suite of Direct Store Delivery Software for the Dairy Industry



You've been in dairy distribution long enough to know what it takes to be successful. You understand the unique challenges of working with highly perishable products and meeting the needs of customers from neighborhood convenience stores to large grocery stores. But in the past few years business has gotten a whole lot more complex:

- The route accounting system and mobile devices you have today are outdated, slow and cumbersome to operate and maintain.
- You don't have visibility and control of customer cash and check collections, and you need up-to-date accounts receivable statements to share with customers.
- You're concerned with inventory control and want to leverage historical order and delivery trends more to avoid taking out more product than you need.
- Your mobile sales staff doesn't have the wireless customer information they need to sell effectively.
- You don't have the flexibility to change delivery options quickly to take advantage of the changing needs of your customers.
- You need a better way to manage retail returns/dumps—to be able to predict what the customer wants and deliver an accurate order.
- You'd like to be able to use DEX/EDI to better work with larger retailers.

How much are all these inefficiencies costing your business? How much continued risk can you afford to take with outdated or manual systems?

HighJump Software understands the dairy industry and the challenges you face each day. We're dedicated to providing modern, effective and streamlined solutions for direct store delivery (DSD)—in fact, HighJump is the largest DSD software provider in North America. We're committed to keeping our products in-step with customer and industry requirements so that you never need to worry about falling behind.

“ We need to create new efficiencies in our operations, to essentially do more with less. With the HighJump solutions, we are poised to grow our business as the market evolves. HighJump's GPS tracking technology will take the real-time data environment to the next level, providing us with insight into what is going on in the field as it happens, enabling us to improve our customer service in a very competitive environment.

~ Jeremy Raether, Systems Manager Schoep's Ice Cream

HighJump[™]
SOFTWARE

Key Capabilities for Dairy Distributors

- Mix 'n' match pricing
- Spoilage/shrink (returns) management
- Real-time pre-sell and delivery applications
- Electronic proof of delivery
- Paperless settlement transactions
- Forecasting and inventory management at store/SKU level
- Survey management and data collection
- Suggested orders
- GPS visual route tracking and performance
- Drop & sold calculations
- Show average sales for each account
- Set up a pre-invoice before delivery
- Multiple stops at one location (i.e. hospitals, universities, municipalities)
- Tiered pricing based on sold amount
- Buy-backs

Inventory Management

What if your staff could spend less time moving paper and more time moving orders? HighJump technology provides a highly accurate picture of inventory and increased visibility to your warehouse operations and helps reduce the amount of time employees spend figuring out what tasks they need to perform next.

HighJump offers warehouse inventory control specifically tailored for route-based dairy distributors. This solution enables you to assign inventory to a virtually unlimited number of warehouse locations and count, analyze and initiate recounts wirelessly in the warehouse or on the truck. You can also manage receipts against purchase orders, warehouse transfers or returned stock.

Mobile Pre-Sales and Delivery

HighJump's mobile sales and delivery application extends the route accounting system into the field for real-time visibility. The HighJump mobile delivery system combines order processing, delivery, off-truck sales, invoice management and comprehensive settlement capabilities to streamline daily delivery activities and help improve customer satisfaction.

By equipping your sales team with tools for immediate access to up-to-date order and customer information via mobile computers, you can transform order takers into sales consultants. Your mobile sales representatives will know where to go, what products are required, the prices to be charged, the current promotions and other valuable information to maximize the customer experience.



Sales Reporting

Every business could use more detailed information regarding the profitability of their brands. The HighJump business intelligence solution helps salespeople, managers and executives answer even the most complex business questions through simplified, graphical reporting capabilities. This easy-to-use business intelligence application is flexible and adaptable—and available wherever and whenever your sales and management teams need it.

Surveys and Competitive Intelligence

HighJump offers a flexible, Web-based interface that simplifies the creation, deployment, execution and measurement of surveys. This solution integrates with your route accounting system and HighJump mobile software. You can develop delivery workflow compliance, coach your sales team, align sales process with objectives and collect in-depth market intelligence and “voice of customer” feedback. Easily build and deploy surveys wirelessly, and get results within the same day.

“*As a family business, it is of utmost importance to us to provide high quality service to our customers. Our HighJump solutions provide our route drivers with immediate access to up-to-date order and customer information, enabling our customers to make more-informed buying decisions. Customers also appreciate more accurate, electronic invoices.*”

~ Steve Feldkamp, Chief Operations Officer, Umpqua Dairy

