



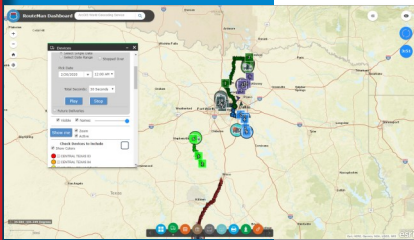
The RouteMan Spotlight

EDITION I

MARCH, 2020

RECENT HELP VIDEOS POSTED:

- **MANAGING DELIVERIES ON DASHBOARD**



- **VIEWING CUSTOMERS ON DASHBAORD**
- **ROUTE OPTIMIZATION**
- **CANCELING DELIVERIES IN DISPATCH**
- **CHANGING CUSTOMER PRICES IN ROUTEMAN**
- **DISPATCH - REPLACING YOUR LOG BOOK AND MANAGING DELIVERIES**
- **ROUTEMAN - AUTO GENERATE LOTS**

RouteMan Dashboard Keeps Evolving

Dashboard is a powerful tool in our RouteMan suite of programs that many of our companies are just starting to use.

One of our clients that has really enjoyed using it is **Doc Carpenter from KBC Distributing.**

Doc says, “After the training from RouteMan, I was using the Dashboard effectively in a couple of days. The Dashboard helped us to become

very efficient with routing our drivers and making sure that our customers were taken care of.”

Analysis Widget - We’ve recently decided to unlock this feature for all RouteMan companies.

Create, Modify and Optimize Routes - we have added more and more functionality and now you can create a route from scratch on the Dashboard.

Dashboard Credits - many features on the Dashboard are

free with your RouteMan software, but to be able to use the most advanced features like optimization, you need credits. To purchase credits, simply call the KCS office and we will set you up.

Before Dashboard, Doc “used another routing system and Google maps” as well as RouteMan. Now he has a system that’s fully integrated.

One major advantage to the Dashboard is you can use it from any device that can access the web.

RouteMan Launches Help Videos

With your RouteMan software, there are so many options. We’ve always found a need to have Help Documents to walk you through some of the features and tools. These

are also useful when training new employees or when your staff changes roles.

In an effort to try to serve you better, the RouteMan team has launched a new initiative

into creating RouteMan Help Videos.

To visit our Help Video file, go to:

videos.routemanrms.com



RouteMan Help Videos

Use the search at the top right to identify the video on the topic you need. All videos are not displayed below so make sure you search for a topic first!

Client Focus:



New To The Team

My name is Jeff and I'm the newest member of the RouteMan team. I left Publix Supermarkets to come to KCS and it's been a very welcomed change in my life.

The RouteMan staff really is a family and they quickly began training me and helping me learn how to serve our clients.

While working for Publix I formed many relationship with vendors, salesmen and drivers for all kinds of companies. Before working for Publix, I worked for UPS for several years and so I have a pretty suitable background for the role I've been given.

I'm learning to serve you in the same role that Debbie Boothe has in the past; mainly training and tech support.

If I haven't worked with you in the past, I look forward to meeting you whether it's face to face or over the phone!



- Jeff Lacroix



Headquarters: Toronto, ON, Canada

President: John Silva

Company Founded: 1982

"Our beginnings came from the convenience store business, John worked in his parents variety store in downtown Toronto, when the local ice company relocated there was an opportunity. John was entrepreneurial enough to spot and turned it into a business. Jake joined the business full time in 2012 and was able to implement a few small changes like implementing Routeman that have allowed us to continue to serve a larger number of customers."

Began Using RouteMan: 2017

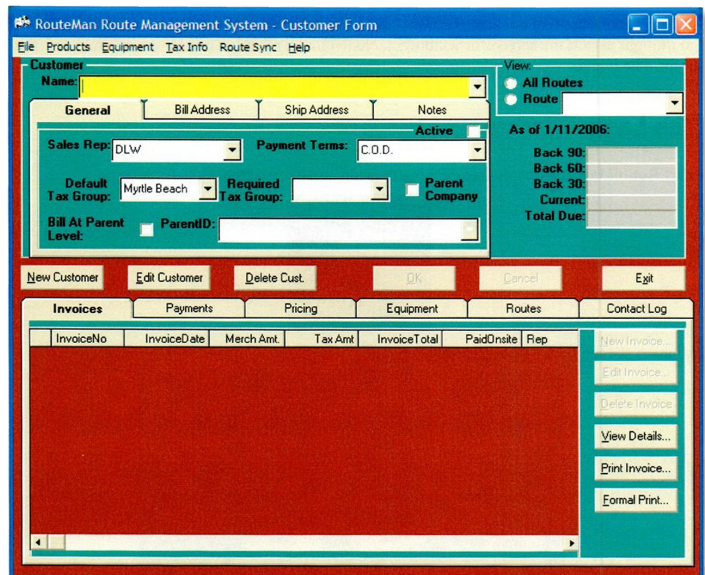
Favorite Feature in RouteMan:

"Hard to pick just one, new features are always coming out. The one that is the most valuable is digital signatures and being able to digitally store all our invoices and email them to customers at a moments notice, it has improved our collections enough on its own to justify the cost of the software. Secondly, being able to get up to the minute data through sales reports. From a dispatchers perspective, it was also a game changer. If you're dispatching with paper still, you need to look at this software. It was a scary change, one that we almost put off, but looking back the only regret is not doing it sooner."

A Step Back in Time

It can be fun to look back from time to time and see how far we've come. With RouteMan, our program has come a long way since KCS bought the software back in 2008! Can you imagine trying to work with only what you see in this image?

We are always looking for new ideas and features that will serve and help your company achieve success. **The reason RouteMan looks so different today is largely based on your input.** We want RouteMan to be the very best route management system software available on



the market, but it can't be that if we stop improving. We will continue to innovate, adapt and create the best tools we can to give your company every advantage we can.

With that said, we look forward to hearing your input and ideas and we look forward to seeing what RouteMan will become in 2030 and beyond!