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## Welcome

Welcome to the opening edition of Enterprise Talk. In this, the first of what will become Enterprise Software's regular newsletter, we will provide you with information regarding new software developments, an insight into a number of our partnerships, our people and anything else of interest to you and your business.



## TDG Unveils Corus Strategy

**T**DG has revealed further details of how it will manage the steel makers UK transport operations.

**A** centralised TDG 'platform' based in Scunthorpe is able to handle over 2,000 orders an hour and is based on the **ENTERPRISE TRANSPORT MANAGEMENT** system from **ENTERPRISE SOFTWARE**.

**T**he system is described as "fundamental to the operation" by Peter Vinestock transport director of TDG's Contract Logistics division and offers the web-based visibility required for the various haulage contractors, warehouse operators, TDG and Corus departments.

**O**ne of the Primary objectives of the transport management system is to manage services centrally allowing Corus to find more backloads for individual trunks and to cut empty mileage. This, in turn, will reduce the annual transport spend by around 7.8% providing savings of £5M a year according to Mark Starosolsky TDG's Corus business director.

**T**he web based approach allows everyone involved to see the sequence of loads, pick-up and delivery times and details of individual

consignments. Jobs are accepted by the various transport contractors via the web site with delivery confirmation's being posted to it by their traffic offices when they hear from drivers.

**B**ecause these confirmations will feed automatically into TDG's accounts system, invoices will get settled quicker with fewer queries and any disputes should be resolved more quickly thanks to the transport system keeping full historical records of changes to order status matching time and date stamped details.



CORUS expect to realise savings of around 7.8% on their annual transport spend using the strengths of TDG's TRANSPORT SYSTEM.

**T**DG is also looking at introducing satellite tracking so that delivery confirmations back to the platform take place in real time. "I'll be disappointed if we don't have that in place in the next 6-12 months" says Starosolsky.

## Enterprise Software launches EPIC for mobile data capture within the logistics and fleet industry.



We work with a number of partners to provide satellite navigation and vehicle tracking. Solutions, all of which can be integrated into our transport management and mobile data capture solutions.



Our device independent mobile data capture software, EPIC, enables you to implement our solution over your preferred or existing terminals.

The main functional areas are:-

### WORKLOAD

At the highest level a driver can view their allocated shift activity in summary. The information displayed can include location details, the activity to be undertaken (i.e. collection/delivery) and planned times.

### LOCATION (JOB) DETAIL

Behind each activity summary is further job detail, such as address details, points of contact, expected times of delivery, quantities to be collected/delivered and any special instructions etc. Automatic links exist to satellite navigation systems which means that the driver can be automatically guided to a location with ease.



### LOCATION (ACTIVITY) DETAIL

As the drivers journey processes, ETA and actual arrival times, departure times and odometer readings can be recorded. Where geo-fencing is in use, many of these times will update the host system automatically. Also information relating to the items delivered/collected, special notes, good/bad delivery details and PCV and PEN details can be captured.

**ESS has launched a mobile data capture solution, to extend the use of its Transport Management solution into the cab and provide significant cost savings and customer service benefits.**

EPIC has been designed to be easy to use by the driver and provide all the necessary information to enable collections /deliveries to be undertaken in a timely manner. The dynamic link to the Transport Management solution will provide updated route information should the planner decide to make any last minute changes.

### Consider the benefits to your business if .....

- Planners had 50% more time to plan
- Phone calls between drivers and planners were reduced by 70%
- Vehicle visibility reduced your empty miles by 35%
- Shift activity was recorded in line with the working Time Directive and linked directly to payroll

FUTURE PROOFED

FLEXIBLE

FUNCTIONAL



**SIGNATURE CAPTURE**

Where required on-screen signatures can be captured. Where devices are used with printers the customer can also receive a copy of their acceptance of the completed work.

**CONSIGNMENT TRACKING**

Our Transport Management Solution offers as standard the facility to track consignments. Complimentary offerings in this area also include a Bar Code Scanning and Tracking module and web based Tracking solution which can be deployed over an Internet or Intranet where access can be



extended to your customer base. Real-time data capture through EPIC is a natural extension to these core offerings.

**VEHICLE, TRAILER AND RESOURCE TRACKING**

Vehicle/Trailer or Resource tracking data can be accessed directly via the web on a real time basis. Vehicle location and status detail can be seen instantly in report or map form. Vehicles/operatives can be divided into fleets or teams and viewed as such. Also this information can be downloaded directly into your back office system.



**RHYS DAVIES**  
FREIGHT LOGISTICS  
*distribution solutions*

**Selects Enterprise Fleet Management**

**Rhys Davies Freight Logistics (RDFL)** - One of the four finalists in this year's Motor Transport "haulier of the year award" is the latest logistics company to discover the benefits of implementing our Windows based Fleet Management software solution **Enterprise Fleet Management (EFM)**.

Rhys Davies join the likes of TDG, Eddie Stobart, GIST, InBev, Reynolds Logistics and K+N, who all maintain and manage their fleet and/or workshops using the EFM solution.

RDFL manage a fleet numbering approximately 600 assets in total, which comprises mostly of tractors, rigids, trailers and materials handling equipment.

**Strategic partners in Data Capture**



**M**agiComm, develop and deliver the best digital pen and paper applications for business, consistently exceeding expectations. Integrated into our Transport and Fleet management solutions can improve efficiencies and achieve significant cost savings within the business.

**S**pirit specialise in providing tailored solutions to help capture and manage data within a business to help improve profitability, accuracy and customer service. They specialise in barcode scanning, rugged mobile computers, PDAs, tablet PCs and RFID technologies.



All of our partner solutions seamlessly integrate into our suite of products.



Spirit work with all the major manufacturers including, HHP, Symbol, Intermec, Zebra, and offer hardware, software and pre and post sales support.

## Kuehne + Nagel improve logistics services for Scottish and Newcastle.

### The disciplined route

Kuehne + Nagel has improved logistics services to Scottish & Newcastle UK by implementing the latest version of a transport management system developed by Enterprise Software Systems.

Enterprise Transport Management provides a full cycle solution, from orders-to-cash, which has been linked into the customers' SAP system. The solution offers a central repository of information that provides consistency and clarity of information. Key operational reports are generated automatically, reducing the risk of errors.

A graphics-based planning tool offers the planner speed and ease of use while mirroring the functions of the traffic office. *"The implementation for S&N has provided much improved visibility of information which has greatly reduced phone calls between us, given the customer more confidence in the information produced, and has strengthened the partnership between our two companies,"* says Ewan McGregor, business unit director at Kuehne + Nagel.

Another benefit of the system is the automation of the order process. The SAP system is updated every fifteen minutes with valuable order information and the next development of the project will see a real-time link between the transport management system and SAP systems. *"Not only are there now less errors, but productivity has been significantly improved leading to better efficiencies across the network,"* says McGregor.

The solution provides a slicker planning operation. In practice, the planners can run the plan, check its efficiency then re-run it to further improve efficiency; evidenced by planners who previously finished between 7pm and 8pm now finishing between 4:30pm and 5:00pm. *"The real-time visibility of resources, combined with more efficient planning,*



There are now less errors, productivity has significantly improved and better efficiencies have been realised across the network.

*has lead to improvements in utilisation particularly in the areas of inter-depot trunking and reduced empty running,"* says McGregor.

Furthermore, there is customer wide visibility of the total plan rather than just a depot view. This enables planners from different depots to work together to improve the service to the customer. Planned versus actual information is produced in a timely way, providing better control enabling plans to be reviewed and changed from the actual information produced.

The key to success has been the timely management information which has been extracted from the system.



The solution, because it is logically process driven, instils a discipline into the users that drives best practice. A further benefit has been recognised in the improved ability to manage sub-contractors from a control, and cost, point of view. *"The key to success has been the timely key performance information which has been extracted from the system,"* says McGregor.

**For more information:-**

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