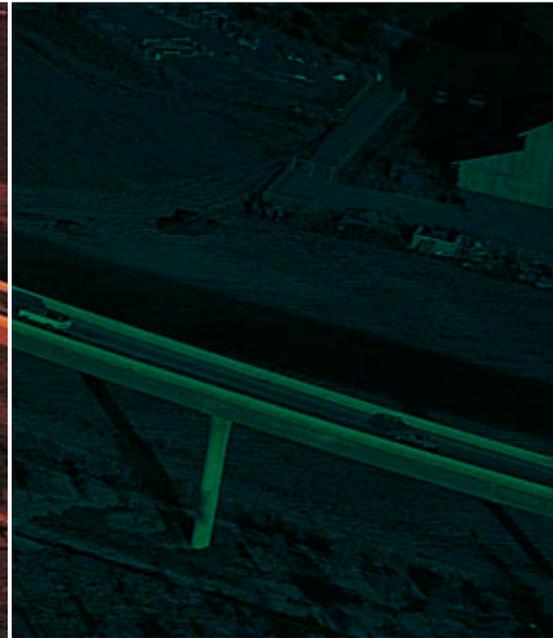
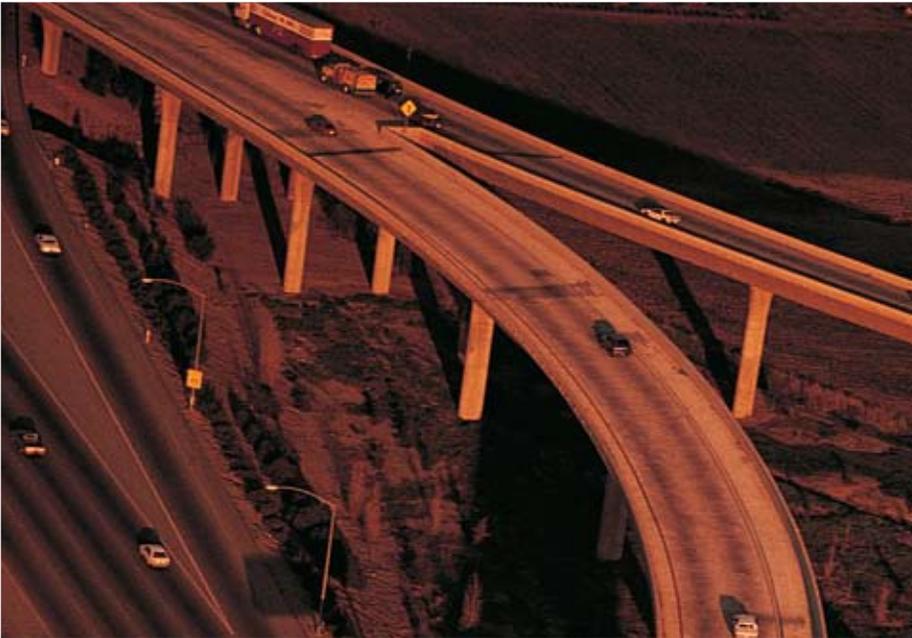




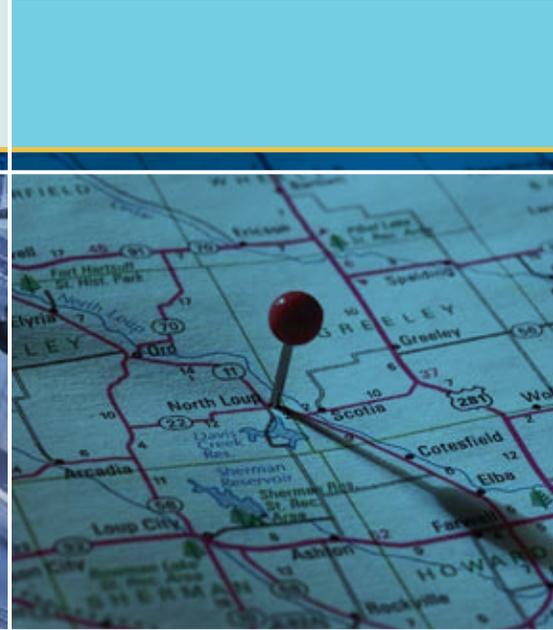
# Territory Planner<sup>®</sup>



## The Big Picture for Efficiency



UPS Logistics Technologies



## Strategic Route Planning

## Take Charge Of Your Delivery Strategy

**Is your routing strategy all over the map?** For many in the logistics business creating an evenly balanced delivery territory can seem like an overwhelming task. Does this sound familiar—current customers are demanding more lead time for scheduling appointments while new customers must be integrated into full routes, taxing your driver and equipment limits? Seasonal volume spikes, rising fuel costs, sudden long-term traffic issues and other resource emergencies force you to make decisions—decisions that affect your bottom line. It is critical to adjust and respond to these situations with maximum efficiency and minimal costs.

**Territory Planner® from UPS Logistics Technologies is the powerful, dependable solution needed to keep you in charge of your routing strategy.** Combine the many internal and external factors that affect your delivery day and upgrade your territories with long-range planning (actual or hypothetical).

### Territory Planner can help you:

- Optimize all existing sales, service and delivery routes
- Reduce transportation costs by efficiently allocating resources
- Automate your strategic rerouting process, reducing time and management involvement needed to complete the planning cycle
- Balance capacities and workloads
- Explore “what-if” scenarios
- Plan for growth, holidays and seasonal swings
- Create service policies based on volume of business
- Capture customized daily reports and vital historical data
- Improve customer service, including exceptions
- Maximize oversight and evaluation
- Plan depot locations

# Territory Planner®



**“As we continue to grow our business, Territory Planner will allow us to realize the benefits of increased density by helping us to create more efficient and effective routes. This solution has allowed us to take our own high standards of customer service to the next level.”**

**Jason Berstein, Vice President  
Nixon Uniform Service and Medical Wear**

## A Complete Solution

With its comprehensive, pre-emptive approach to planning and balancing your entire distribution network, Territory Planner® offers a powerful, strategic tool for managing route-sales, pre-sales, merchandisers and standard route operations. Working with your existing historical data, Territory Planner can completely eliminate the need for tedious and potentially inaccurate manual rerouting. Instead, it leverages your special knowledge and experience as a manager to new heights, providing a springboard that can help you analyze and fine-tune your distribution routes, while automatically implementing system-wide changes with just a few keystrokes. In short, Territory Planner helps you make the most of your management day—and exceed your own standards of productivity and service.

As an enterprise or stand-alone software application, Territory Planner’s robust capabilities and advanced routing algorithms provide the functionality you need to take on even the most complex re-routing analyses. Although

it can function as a stand-alone solution, Territory Planner shares all of your customer information with other Roadnet® Transportation Suite applications such as Roadnet®, MobileCast® and FleetLoader®, without the need for data re-entry.

## The Fast Lane To Optimized Results

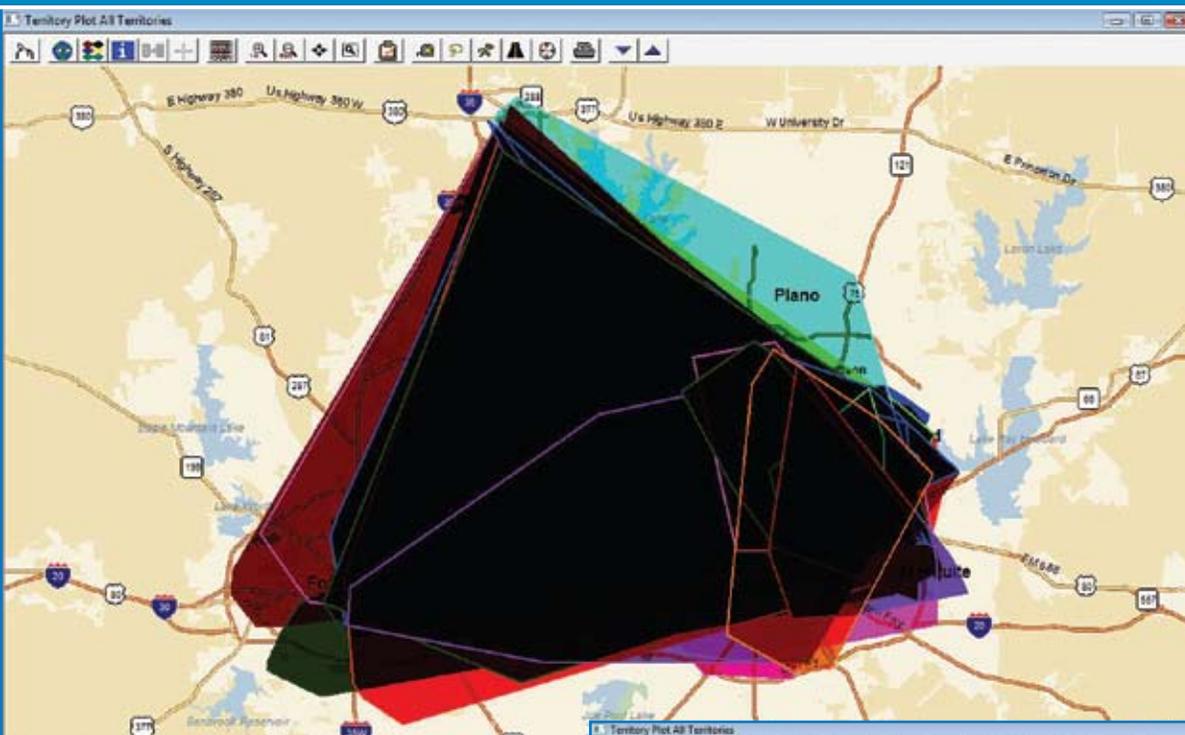
To get started with Territory Planner, simply enter all relevant historical data and business priorities, and it will analyze this information to generate an optimal territory solution, either for existing fixed routes or for pre-sales territories. Territory Planner drills down to configure each route and its stop sequence within a territory in order to accommodate your customers’ specific needs and time window requirements. In just seconds, you’ll receive a strategic roadmap of balanced routes that provides the highest service to your customers at the lowest cost to you.

For immediate analysis, Territory Planner generates a Territory Scoreboard that compares ‘before’ and ‘after’ routing statistics to show potential savings in time, cost and equipment—

plus a numeric score to benchmark your progress. In addition, after you have completed an optimization scenario, you can choose to review and edit the results through a range of views, including all territories at once or each territory by week and/or delivery day.

You can even create interactive summary maps that clearly demonstrate the bottom-line benefits of your proposed balanced territory over that of your original routing. And, to ensure the closest fit with your company’s operations, Territory Planner lets you define virtually any criteria pertaining to this planning process, such as:

- Preferred and maximum route duration
- Multiple depots and distribution centers
- Customer locations
- Open/close times and multiple time windows
- Historical order volume
- Delivery instructions
- Multiple delivery days
- Available drivers and vehicles
- Drivers’ rate of pay
- Vehicle capacities



◀ **See what you're missing in your planning.** Territory Planner instantly analyzes and graphically maps any existing route overlaps that are causing costly inefficiencies in your daily operations network—so that you can prepare a successful strategy. In this sample map, the black area indicates where all routes are overlapping in a single territory over the course of one day.

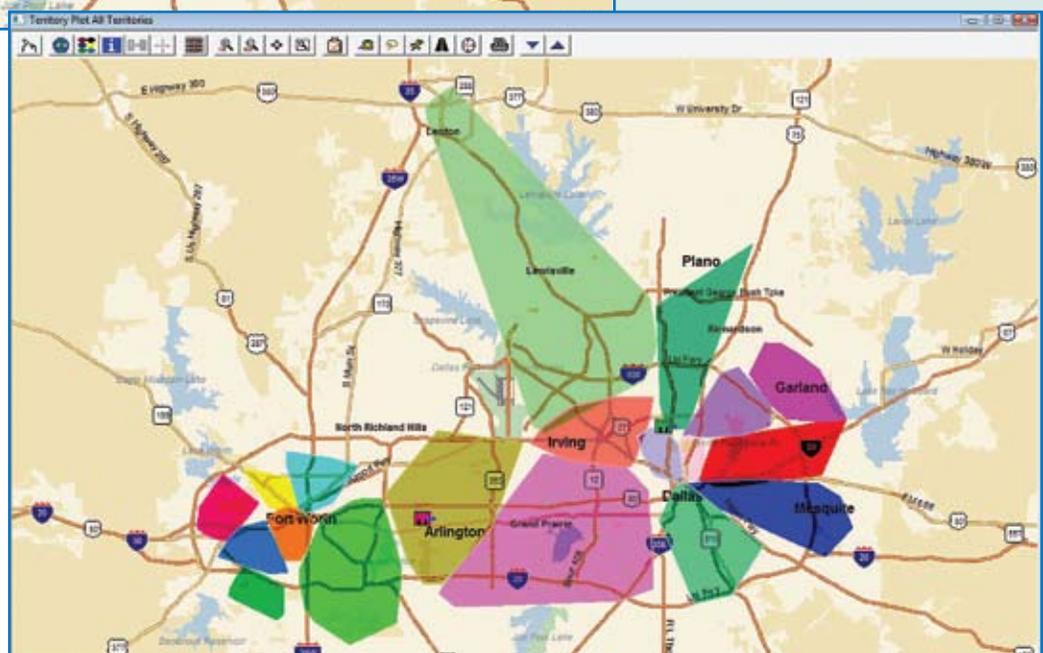
**Problems? No problem!** Territory Planner's powerful algorithms deliver an optimized territory solution that is easily customized to meet your company's changing needs. The sample territory's routes have now been balanced to avoid overlap and lock in savings. ▼

- Rush hour
- Fixed and variable service time
- Traffic and road repair or construction
- Speed limits

### The Competitive Edge Is Yours

With Territory Planner, gain the ability to explore strategic options that can lead to enhanced customer service and greater cost efficiencies across the board. By creating "what-if" projections, Territory Planner lets you take immediate control of every aspect of your operations, in order to evaluate the best use of your resources in meeting ongoing operational goals.

Want to gauge your ability to manage expanded territories without expanding your fleet? Territory Planner lets you quickly assess any number of possible scenarios by redesigning your territories and routes using your existing fleet strength.



Territory Scenario Score: **92**

Equipment  Options  Score Weighting Factors  Adjust

Territory Statistics - 10 Territories

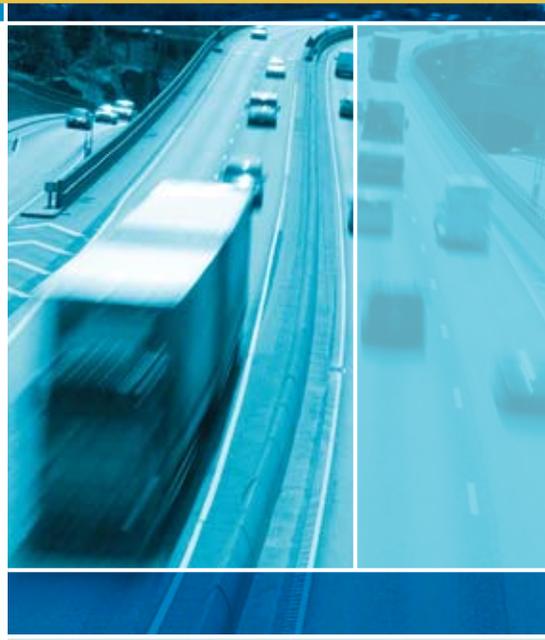
	Totals	Min	Max	Avg	Variance	Pct Var(%)
Revenue	23679	1912	2633	2368	721	27.4
Cases	32782	2690	3537	3278	847	23.9
Weight	587357	47743	63536	58736	15793	24.9
Srvc Time	116:55	08:41	13:05	11:41	04:23	33.9
Locations	125	12	13	12	1	7.7
Stops	252	25	26	25	1	3.8
Est. Run Time	212:07:47	16:01:31	24:51:23	21:12:46	08:49:52	35.2
Avg Stem Dist	167.94	5.21	28.01	16.79	22.80	81.4

Geometry

Total Area	547.78
Overlap Area	1.53
Avg Centroid Dist	3.92
Centroid	47.593453 -122.225927

Extent of Territories

Lat/Lng	
Lower Left	47.375149 -122.398270
Upper Right	47.765137 -121.784235
Distance	37.2 by 35.0



◀ **Score big and win big with Territory Planner's Territory Scoreboard**, which delivers a full set of metrics to document the effectiveness of your current routing strategy—as well as potential savings through optimization. As the sample above demonstrates, Territory Scoreboard provides the detailed benchmarks you need to explore different planning scenarios.

Thinking of reconfiguring your current territories and routes to plan in advance for seasonal fluctuations? Territory Planner can seamlessly incorporate such exceptions as holiday weeks into your plan, while guaranteeing that the same driver delivers to the same customer at the right time with the right product.

**ROI In Just Months**

In terms of P&L analysis, Territory Planner provides you with the metrics and outcomes for precise financial forecasting by whatever set of variables you choose, such as time period or geographic area. It can even determine the actual cost of each delivery stop down to the penny, allowing you to maximize efficiencies every day along every mile. As our customers will tell

you, the dramatic results and positive impact to your bottom line will be easy to see. In fact, in just six months or less, Territory Planner typically delivers a return on investment—and that's just for starters.

**Always Accountable**

To keep you, your staff and senior management informed on all aspects of ongoing territory management, Territory Planner also offers complete accountability through a range of easily generated reports that cover every aspect of your sales, service and distribution operations. You can choose to create your own customized reports, or use Territory Planner's own portfolio of management reports that include:

- Territory Cost Report
- Territory Distance Report
- Territory Summary Report
- Territory Exception Report
- Days Serviced-Change Reports
- Group Analysis Reports
- Reroute Analysis
- Driver Itinerary

In addition, you can also generate Route Book information such as driver manifests, turn-by-turn directions and route maps.



## UPS Logistics Technologies



### Supporting Your Every Move

When you work with Territory Planner, you're also working with UPS Logistics Technologies, an industry leader of delivery management solutions. As a business unit of UPS, we have a solid reputation, financial stability and the tools needed to ensure results. Through our evolving Roadnet Transportation Suite, we continue to deliver on that promise, through global solutions that integrate territory planning, street-level route optimization, mobile delivery execution, real-time wireless dispatch and GPS tracking. With this comprehensive set of fully integrated applications, your logistics staff can quickly take control over every aspect

of your order-to-delivery process. Today, you'll find our products in daily use at more than 3,500 locations worldwide, optimizing delivery logistics and management of over 154,000 vehicles.

UPS Logistics Technologies also provides you and your employees with dedicated customer service—24/7, 365 days a year, as well as specialized product training through onsite seminars or our Roadnet University. Whatever the hour, whatever the route, we'll make sure that your operations stay on plan with your goals.

#### For more information:

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