

# S & W Wholesale Foods, Inc.

## Introduction

This case study of S & W Wholesale Foods, Inc. is based on a July 2019 survey of Omnitracs customers by TechValidate, a 3rd-party research service.

## Challenges

The business challenges that led the profiled company to evaluate and ultimately select Omnitracs:

Moved from Omnitracs' on-premise routing and dispatching software to their cloud-based solution for the following:

- To upgrade from their aging technology
- For the new features in Omnitracs One that aren't available in RTS
- Because it simplifies their IT staff workload

Evaluated the following before making the decision to upgrade to Omnitracs' cloud solution:

- Appian/Trimble/Peoplenet

## Use Case

The key features and functionalities of Omnitracs that the surveyed company uses:

Omnitracs cloud-based products they use daily:

- Routing
- Dispatching
- Mobile driver app

Other departments besides theirs that were responsible for the decision to move to Omnitracs' cloud-based routing and dispatching solution:

- IT
- Fleet operations

Features or functionalities, related to route efficiency, used on a regular basis:

- Standard Routing
- Dynamic Routing
- Suggest Route

Features or functionalities, related to order accuracy, used on a regular basis:

- The Order Status Module in the web application
- Mobile Forms
- The Interactive Geocoder

Features or functionalities, related to driver productivity, used on a regular basis:

- FleetView
- Driver Scorecards

## Results

The surveyed company achieved the following results with Omnitracs:

Level of improvement to their routing operations since upgrading to Roadnet Anywhere:

- Reduction in total miles driven: 11% – 15%
- Reduction in vehicle maintenance costs: 6% – 10%
- Increase in overall fleet capacity: 16% – 20%
- Reduction in time spent routing vehicles: 6% – 10%

Level of improvement to their dispatching operations since upgrading to Roadnet Anywhere:

- Increased driver visibility: 16% – 20%
- Increased customer satisfaction: 11% – 15%
- Increased back office productivity: 11% – 15%
- Increased driver productivity: 16% – 20%
- Reduction in driver turnover: 11% – 15%

### Company Profile

Company:  
**S & W Wholesale Foods, Inc.**

Company Size:  
**Small Business**

Industry:  
**Food**

### About Omnitracs

Omnitracs, LLC and its subsidiaries are the leading providers of fleet management, routing and predictive analytics solutions for private and for-hire fleets.

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