

# Case Study: Kowalski Sausage Company

## Introduction

This case study of Kowalski Sausage Company is based on a October 2015 survey of Omnitracs customers by TechValidate, a 3rd-party research service.

## Challenges

- Realized that a routing and/or dispatching tool was needed because:
  - They needed better daily driver performance management
- Purchased Roadnet Anywhere over a competitor because:
  - Their SaaS application does not require a high level of IT involvement
  - Had features and functions that other vendors did not

## Use Case

- Roadnet Anywhere features utilized to make a direct impact on business:
  - Customizable routing configurations
  - Custom exceptions & exception reporting
  - Suggest route for manual orders
  - Actual versus planned reporting & playback
- Roadnet Anywhere features that made you successful in increasing efficiency & accountability while reducing costs:
  - GPS tracking relative to the route plan to know where out of route miles & unplanned stops are occurring in order to correct driver behaviors to reduce costs
  - SaaS solution that allowed for easy implementation without IT personnel
- Chose a SaaS product for routing and/or dispatching because:
  - No need for IT involvement to get up and running
  - No large up-front costs

## Results

- Benefits achieved after using Roadnet Anywhere:
  - Decreased overtime hours
  - Reduced time spent routing vehicles
  - Provided greater visibility into the costs of their routes and servicing their customers
- Roadnet Anywhere has improved route efficiency by the following:
  - Reduced labor cost per stop: 11-15%
  - Decreased number of routes per day: 11-15%
- Roadnet Anywhere makes your business more profitable by:
  - Decreasing driver overtime
  - Reducing the time that it takes to route
  - Knowing where my employees and vehicles are at all times
  - Holding drivers accountable to planned routes
  - Managing a driver performance program
- Roadnet Anywhere assisted in improving staff efficiency by the following:
  - Increased driver productivity: 11-15%
  - Decreased routing time: 6-10%

### Company Profile

Company:  
**Kowalski Sausage Company**

Company Size:  
**Medium Enterprise**

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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