

# INSiGHT 2019

Annapolis

## The Real Impact of Smoother Schedule and Route Optimization

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**Matt Dwyer**

Product Manager @ Natural Insight

**Stewart Moody**

Client Services Manager @ CACI Ltd.

**Rick Sterrett**

VP of Operations @ Natural Insight



## The Panel

# Ni Exchange: Connections. Amplified



**Matt Dwyer**

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Natural Insight



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Client Services Manager  
CACI Ltd.



**Rick Sterrett**

VP of Operations  
Natural Insight

“On the road again  
Goin' places that I've never been  
Seein' things that I may never see again  
And I can't wait to get on the road again”

-- Willie Nelson



# Agenda

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1. Introduction to Schedule Optimization  
Matt Dwyer
2. Proven Technology and Results  
Stewart Moody
3. Schedule Optimization Demo  
Matt Dwyer
4. Client Case Studies  
Rick Sterrett







# Intro to Schedule Optimization – Why?

## 1. Minimize Cost

- Mileage Reimbursement
- Windshield time = Unproductive time
- Administrative time

## 2. Maximize Revenue

- Ability for a company to accept additional work is entirely in the hands of Field staff who don't have tools to maximize efficiency



# Intro to Schedule Optimization – How?

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## Trusted, Proven, Easy

1. Leverages the CACI schedule optimization cloud service
2. Integrates with current NI scheduling capabilities

## Flexible, Fits Right Into *Your* business

1. Can be completed by Manager or Field Rep
2. Evaluates work assignments for:
  - Point-to-point travel time
  - Average travel times during each time of day
  - Travel to/from home location
  - Availability blocks
  - Requirements for work completion
3. Automatically accept Opportunities
4. Only optimize the work assignments you choose





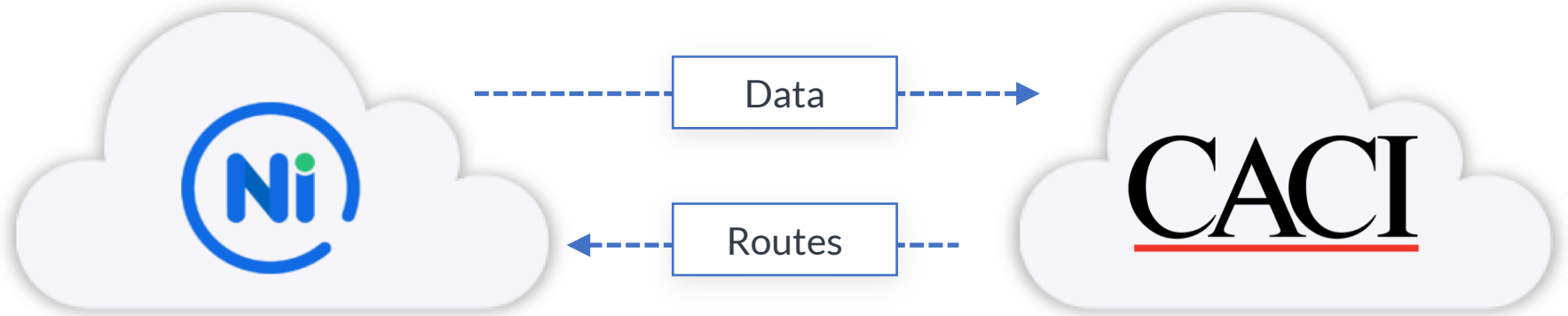
# CACI Schedule Optimization Background and Overview

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- What is Schedule Optimization?
- Who uses Schedule Optimization?
- What benefits does Schedule Optimization bring?



## What is Schedule Optimization?



CACI's proprietary route optimizer

Optimizes visits into diaries in the optimal sequence

A web API integrated into Natural Insight



# Who uses Schedule Optimization?



Consumer packaged goods



Merchandizing service organizations



Confectionary



Household



Drinks



Tabacco



Electronics

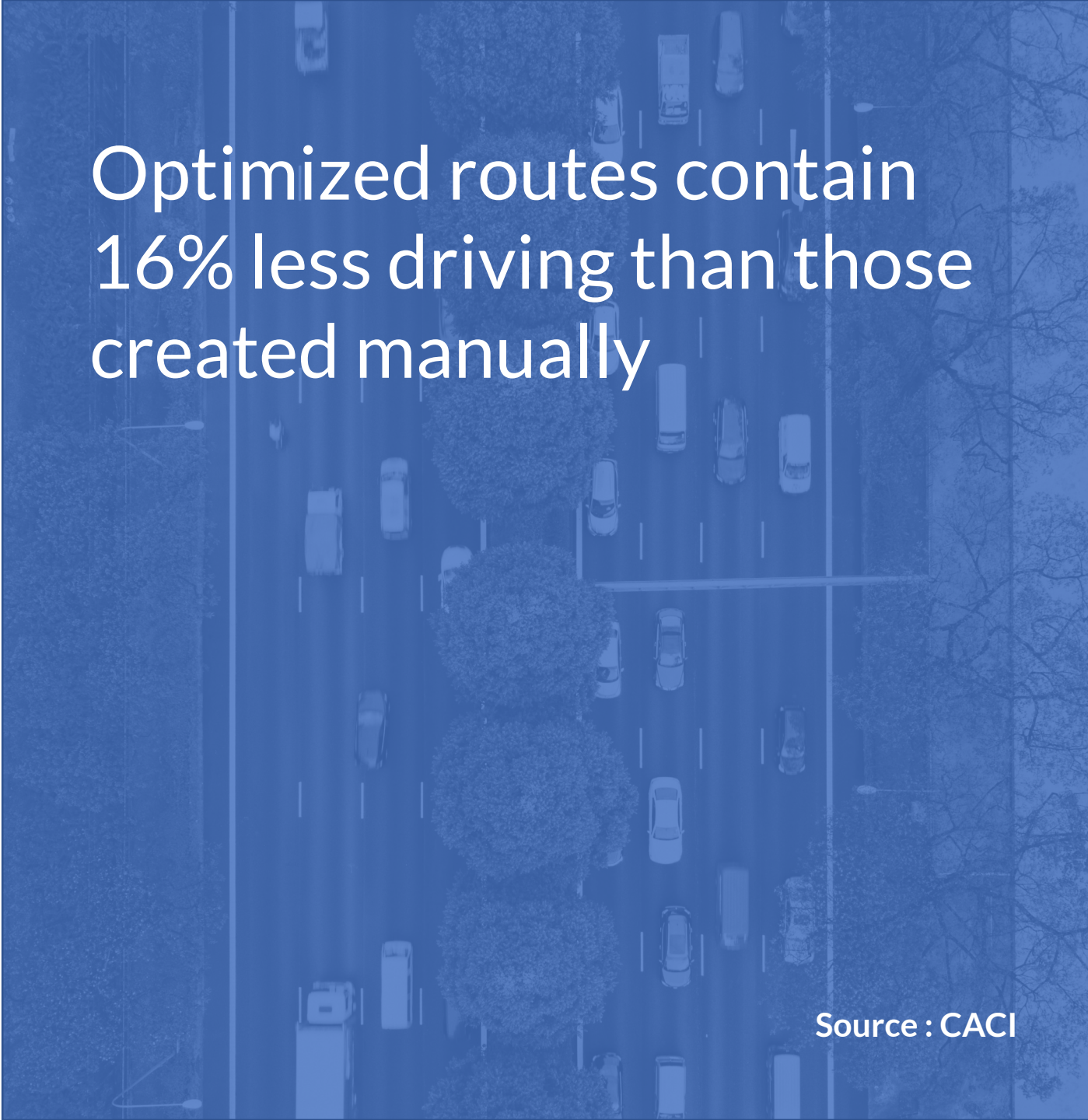


Distribution



## What benefits does Schedule Optimization bring?

1. Fewer miles driven
2. Less windshield time
3. Less time planning
4. More visits scheduled



Optimized routes contain  
16% less driving than those  
created manually

Source : CACI



# Schedule Optimization Demo

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- **Scenario 1**  
Field Rep Optimizes their Schedule
  - Weekly
  - Daily
- **Scenario 2**  
Manager Optimizes Field Rep's Schedule
- **Scenario 3**  
Load all appointments to one day and let Schedule Optimization figure out your week





## Client Data Case Study: Method

Review of February 2019 schedule for an anonymous client

- Take actual field personnel and their assignments in two types of settings:
  - Suburban
  - Rural
- One week of actual Routes used in actual visits during February 2019 as basis
- Take those visit rules and reschedule same visits in April 2019 then optimized
- Compare



# Client Data Case Study: Results

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## Two Cases: Basis

- Rep – Coastal NC
  - 32 Visits
  - 296 Miles
  - 6.9 Hours - Drive time
- Rep – Ft. Worth
  - 48 Visits
  - 460 Miles
  - 9.8 Hours - Drive time

## Two Cases: Optimized

- Rural Rep
  - 13 % Saved in Miles
  - 13 % Saved in Drivetime
- Suburban Rep
  - 15 % Saved in Miles
  - 17 % Saved in Drivetime



## Client Data Case Study: ROI

- **Assumptions**
  - \$10/hour drive time
  - \$0.55/mile
- **Savings**
  - Coastal NC >> One week saved \$28.99/Rep
  - Ft. Worth >> One week saved - \$57.34/Rep





# Thank You

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## Insight 2019: Schedule Optimization

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