



THE **NEW** GENERATION OF MOBILE SOLUTIONS IS HERE!

MiT Systems is more than just a software provider — We are a true technology partner that works collaboratively with our customers

MiT Systems develops, implements and supports off-the-shelf and customized software solutions designed to meet the needs of the beverage industry for more than 20 years. MiT's mobile solution is the first true cross-platform solution in the industry that empowers users to choose the right device, OS and form factor for the task at hand. MiT's flagship mobile solution **MiTEzSales Mobile®** automates manual processes by empowering the mobile worker to efficiently and effectively perform sales, delivery, full line vending, DEX, invoicing, payment collection & merchandising of consumer packaged goods in real time.

Here are some of the benefits bottlers are realizing in their respective departments including, Accounting, IT, Operations, Customer Service & Management:

- Only 1 application is needed for ALL customer Types: Presold/Bulk, Driver Sales & Full-Line Vending
- Sale History is available on the handheld for previous deliveries by item for each customer
- Building routes runs very fast, while taking only a minute to download data to the handheld
- Real-time dashboard makes it easy to monitor the status of each route at the transactional detail level
- Digital document management feature provides electronic copies of all of the route activities
- Able to make changes to the application as needed which are completed in a timely manner
- When needed, software support is quick to respond and resolve issues with the application
- Invoice cost has been reduced from 4 cents per invoice to 1 cent per invoice along with an overall reduction of paper related costs and manual data entry





The Noel Corporation is made up of 4 Independently owned Pepsi-Cola Bottling franchises. The franchise area extends from South Central Washington, to North Central Oregon. The Corporation is headquartered in Yakima Washington and is supported by its own Can and Bottling production facility, Noel Canning. In addition to DSD routes, the company also has full-line vending routes dispatched from each of its locations.

Objective:

The company had outgrown its route accounting application, which is no longer in business, and needed to find something that would support a strong integrated presell application, DSD application and a Full-Line vending application. For years, the company treated the vending side of the business as a separate company, which required the delivery driver to carry a hand-held computer for DSD and one for vending. In addition to the logistics issue for the drivers, the office and warehousing staff had the extra burden of keeping inventories under control.

Challenge:

The Company had looked at a Full Line vending specific application, but that option would still require two handhelds for the routes that serviced DSD and vending accounts. Some applications the Company looked at handled the DSD portion very well, and did a decent job supporting vending, but the cost of the applications included features the Company would not use. Some applications required the Company's custom host warehouse management system to be replaced, which would have severely impacted other areas of the Company, including their custom MRP system at Noel Canning. Due to the specific requirements the Company had, the Company needed to find a provider who had a strong DSD app, with presell, and a Full Line vending feature, which could run in conjunction with the DSD app on the same hand held.

Solution:

After thoroughly evaluating 6 leading DSD & Route Accounting providers, Noel Corporation chose MiT Systems, Inc. for the following reasons:

- They needed a strong DSD application which also did a very good job of handling full line vending routes. MiT developed a vending app that addressed their needs.
- Provided a solution that fit well with their existing back office system. MiT's solution offering is modular in design which allowed Noel to select the programs they needed without having to replace their existing WMS system which would have been a major disruption to their business due to the number of people and programs affected.
- With MiT, they did not have to purchase applications that would not be used. With other providers, they were forced to use their entire system which would not be fully used.
- Reasonable cost for the application and yearly maintenance; not forced to pay for processes that won't be used.
- Finally, after meeting our staff, Noel felt that MiT would be a good fit; a group of people they would enjoy working with.

Quotes:

"MiT is a group of tech professionals with a can-do attitude and satisfy the customer needs quickly. Quality is everything, price is long forgotten." -Rodger Noel, President

"MiT was the only vendor, willing and capable, of providing us with the unique solution that would solve the logistical issues we had with our DSD and Full Line Vending routes with the flexibility of adding features as our needs change."

-Kent Persson, IT Manager

