



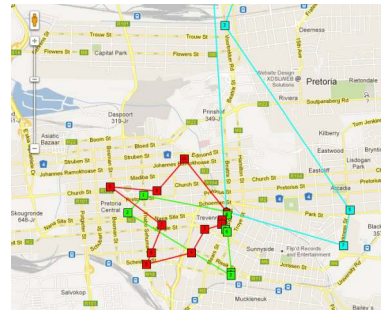
**ORBIT** is a complete optimization system for planning and managing visits for sales teams and other mobile personnel

**ORBIT optimizes visit planning efficiency at three levels:**

**Strategic:** How do I define my regions and territories? How many resources do I need? Where should they be located? How would my costs change under different service packages?

**Tactical:** Based on several possible service patterns, which is the best set of days to visit each customer and in what sequence?

**Operational:** How should I combine the allocated customer visits with ad-hoc visits into planned routes for each day?



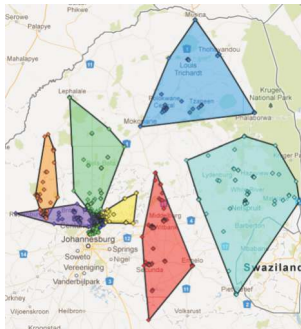
The route display shows a detailed view of planned trips on the map and a visit list with arrival/departure times and travel distances between stops.

**Better planning means reduced costs via better resource utilization and lower travel distances.**

ORBIT takes into account real-life constraints to automatically create optimized visit plans for periods of a few days up to several months.

ORBIT simultaneously makes the decision of which rep should service each customer and on what combination of days to achieve the best possible utilization of your resources.

The combination of optimization and visualization tools allows for quick and detailed what-if analyses and iteration on visit plans.



Customers can be grouped into user-defined sets, by assigned rep resource or other features. These sets can be displayed and manipulated.



# ORBIT

## ORBIT Capabilities

ORBIT provides a rich set of tools — from calendar management to reporting — to assist in visit day planning.

**GIS Visualisation** Users can display and process customer positions and schedule details in a number of ways, grouping sets of data for quick visual reference.

**Charting** Data summary grids display many types of charts and graphs - ORBIT includes the ability to slice along any axis, dynamically update charts and provide side-by-side comparisons.

**Calendar Management** Apply visit profiles to your staff's schedules, with visit days and routes assigned automatically to staff. Adjustments are easily rolled out to your staff's mobile devices. ORBIT can read from existing Outlook calendars and CRM systems.

**Route Editing** An in-line interface allows users to quickly edit route stop sequences, change the visit profiles and more.

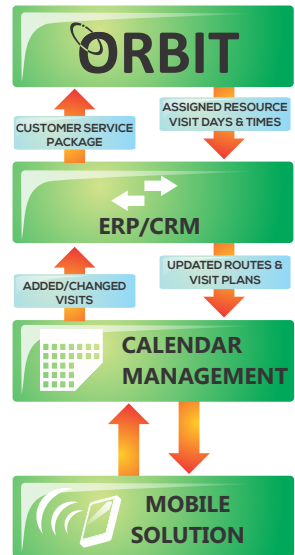
**Schedule Modification** In Execution Mode, planners can modify the routes as they unfold; it's the ideal way to fold leads into your regular customer visits and re-plan missed appointments.

*ORBIT is a flexible system that allows for both enterprise-level integration with ERP/CRM systems for extensive planning and task assignment, as well as strategic and tactical planning.*

## ORBIT Planning Features

ORBIT has several features to help managers assess their operations with real-world detail and create optimised solutions.

- ⊙ Route from Home/Office/Depot
- ⊙ Working hours & Visit Windows
- ⊙ Incorporate Lunch/Team Meetings
- ⊙ Multi-criteria Optimization
- ⊙ Chain/Anchor Customer Restrictions
- ⊙ Territory Cutting
- ⊙ Site/Resource Exclusion
- ⊙ Preferred Visit Days/Resources
- ⊙ Sleep-outs
- ⊙ Visit Profiles with Different Workloads
- ⊙ Determine Resource Location



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