Direct Store Delivery Leaders Say:

NEW TECHNOLOGY & PROCESSES ARE CRITICAL TO COMPETE

Survey results show leaders look to system and process improvements to overcome growing challenges.

63% of those surveyed agree that business is becoming more complicated.

6 in ten see DSD as a key component of their company strategy going forward.

Productivity, Operating Costs & Revenue Generation are the top three strategic priorities.

51% consider retailer relations a challenge.

Less than half think that their sales reps have the tools that they need to do their jobs effectively.

Less than 43% are confident the systems on their DSD routes are fit for their future needs.

Organizations that have undergone a re-engineering process have experienced, or expect to experience, an average tangible cost-saving of $734,000 with an average high of about $1.5 Million in the U.S.

51% are still using pen and paper on their routes.

“Direct Store Delivery: Global Insights into Challenges, Strategic Focus and Solutions”, Intermec by Honeywell. This survey covered 350 senior decision makers in organizations of 500+ employees that currently use Direct Store Delivery (DSD). All organizations surveyed use Direct Store Delivery, with an average of 1,576 DSD routes each. Those surveyed were C-level and directors responsible for finance, operations, sales, supply chain, transport and logistics, or IT. © 2014 Honeywell International Inc.