

# DPS South Africa: it's official

A leading international developer of route optimisation software, DPS International, has formally announced its decision to set up a dedicated office in South Africa, in Gauteng.

The UK-headquartered business, previously represented in this country for more than a decade by Cargo Carriers' division CargoWare, has won several prestigious awards for its RouteOptimiser Cloud System.

"The decision to split from Cargo Carriers has been a very positive one as it opened so many doors for us with other logistics service providers," explains DPS South Africa Managing Director and former DPS specialist with Cargo Carriers, Charel Schickerling.

"In the past it was extremely difficult to deal with some of these companies due to the perceived risk of associating with your opposition and sharing some very sensitive customer and operational information."

The development of the web-based RouteOptimiser Cloud system started in the UK as far back as 2006 which gave DPS a solid advantage above most of the opposition products who only recently started cloud-based solutions in earnest. Paul Palmer, the founder and current chairman of DPS International (which he founded in 1982) had the vision early enough to go this route. So much so that Paul won the UK award in 2013 as "Digital Entrepreneur of the Year".

In the past, software of this nature has been extremely expensive and really only affordable to larger corporates with huge budgets. The internet speed and bandwidth in South Africa made it impossible a few years back to even

attempt to launch any web-based technology. This has improved in leaps and bounds with the new sea cables and we are well up there with European standards and still to improve. The web-based solutions need only an internet connection and provide for the smallest of operators access to the very same functionality and features that was only available to the privileged few.

"Our smallest customer is a little import/export business in the centre of Johannesburg that has one salesperson and one delivery vehicle," explains Schickerling. "Using the RouteOptimiser Cloud, the owner plans his deliveries as well as the salesperson calls on a daily basis using this technology. He needs to save ONLY 200 kilometres a month for the system to pay for itself."

## Functionality

The RouteOptimiser Cloud optimises the operation on three levels namely:

- **Distance** – the most economical routes are chosen using a combination of time and distance and street level maps
- **Capacity** – the loading capacity of the vehicle is optimised in terms of the load unit which could be combinations of Tonnes; Cubic Metres; Pallets; Litres; Crates; etc.
- **Time** – the system optimises time and relates to the following elements:
  - Shift times
  - Client opening and closing times
  - Booking slots
  - Loading and off-loading times
  - Average driving time between calls; etc



DPS South Africa Managing Director Charel Schickerling (left) with Paul Palmer, the chairman and founder of DPS International.

The typical benefits of using the system is the reduction in overall distances travelled, reduction in fleet sizes; lower overtime expenses; reducing additional third party rentals; improved turn-around times and overall customer service levels. We have case studies and practical examples of typical savings of between 10% and 15% but often in excess of 25%.

"In modern business times and the subsequent pressures that management endures in such competitive environments, it is sad to see that some professional managers continue to leave it up to the driver to decide where he wants to go and which sequence his deliveries will be done.

"When confronted, the typical defence is that 'we have tracking systems so we can see exactly where the vehicles are at any time of day or night', but, the big question is: 'Do you know where the vehicle was supposed to be?'"

**For further information visit [www.routeoptimiser.co.za](http://www.routeoptimiser.co.za) or contact 011 482 6412**

## Capespan Group unveils Contour Logistics

Aspen International Services, part of the global Capespan Group, has been rebranded as Contour Logistics.

Contour has repositioned the Capespan Group's fruit logistics division as a relevant logistical services organization with the ultimate goal to provide customers with a 'best-in-class' access to global markets.

Contour Logistics, based in the Tyger Valley Waterfront and with offices in Port Elizabeth and Durban, is known for its

facilitation of direct fruit exports from South Africa. Global fresh fruit and logistics marketer, Capespan Group Limited, acquired a 75% stake in Aspen International Services in September 2014.

