

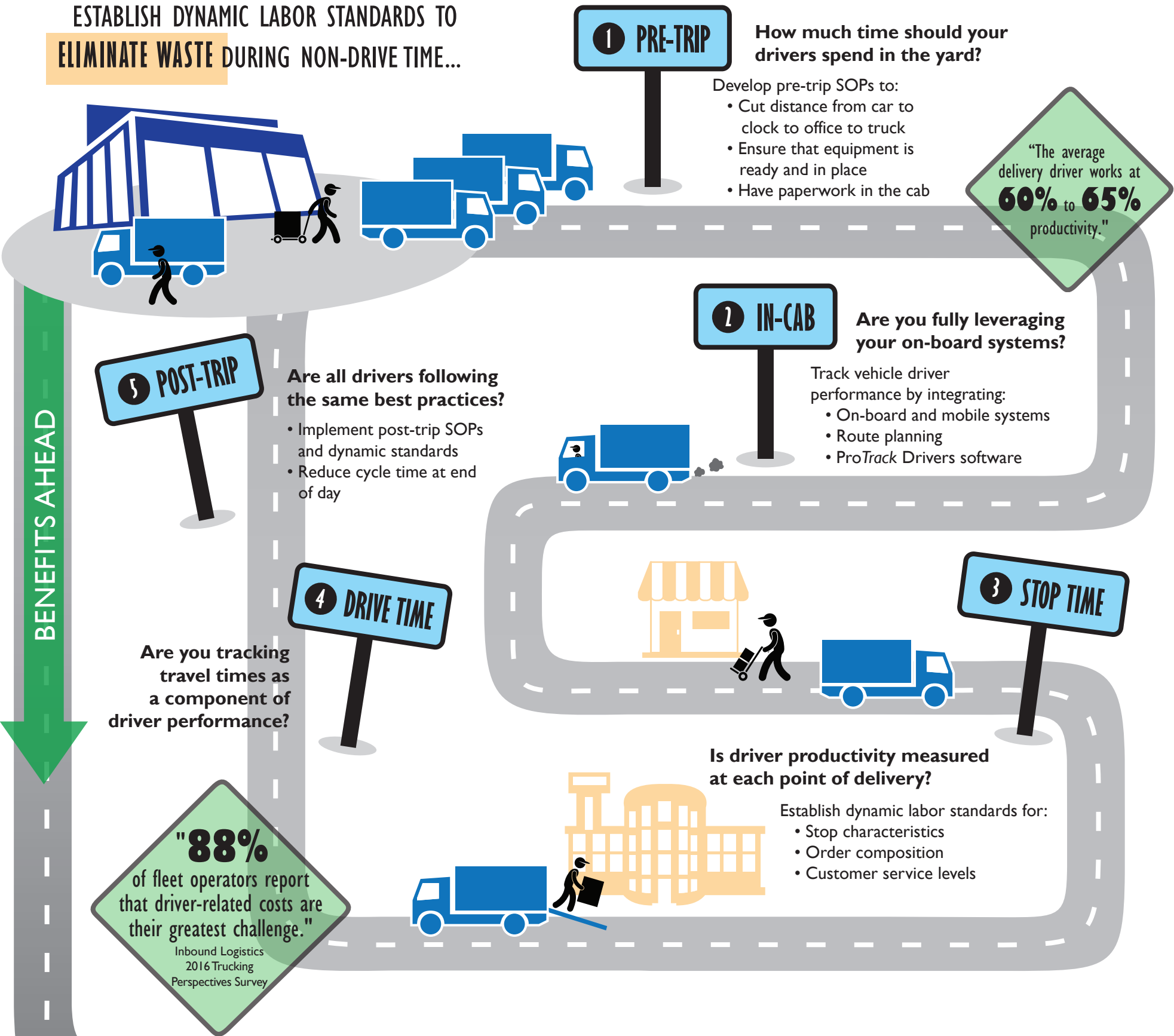
# THE ROAD TO ACHIEVING TOTAL DRIVER PERFORMANCE

## IN DELIVERY OPERATIONS

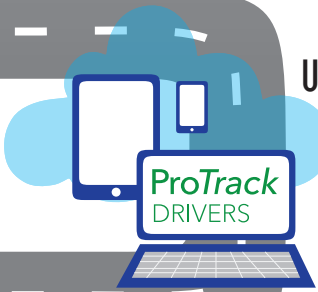
Distributors with delivery operations face continual challenges--from volatile fuel costs, inconsistent driver performance, a labor shortage, increasing customer service demands--to improving productivity and reducing transportation costs. Yet many distributors overlook a major factor in driver productivity: **the non-drive time that makes up 50% or more of their day.**

But you can optimize that non-drive time and leverage your on-board and routing systems by establishing standard operating procedures, building dynamic engineered labor standards, and utilizing technology to monitor driver performance.

### ESTABLISH DYNAMIC LABOR STANDARDS TO ELIMINATE WASTE DURING NON-DRIVE TIME...



**Accelerate** PRODUCTIVITY & UTILIZATION...  
AND PUT THE **BRAKES** ON FLEET COSTS



### USE PROTRACK TECHNOLOGY TO MONITOR & ENHANCE DRIVER PERFORMANCE

- Integrate data from on-board, routing and T&A systems
- Gain visibility to performance metrics
- Utilize for training and coaching
- Manage pay and incentive programs

#### INCREASE

- Customer service
- On-time deliveries



#### DECREASE

- Cost per stop by 10%-25%
- Payroll hours by 5%-15%



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