



SUCCESS STORY

32 TRUCKS, 35 DAILY ROUTES, 800 DISTRIBUTION SPOTS

The company has been active for 30 years in the field of product distribution and sales, concluding agreements with strong domestic and international partners that produce high quality products by placing them in the wider market of Northern Greece.

NEDELTZIDIS CASE STUDY



The company NEDELTZIDIS is an important partner of large domestic and international production units in the field of distribution of products and super market items.



THE CLIENT

The company "NEDELTZIDIS SA" has privately owned storage and distribution stations for products in Thessaloniki and Kavala, specializing in marketing and providing Logistics services for products and items of large markets (super market).

The company

Area
Thessaloniki, Greece

In total more than 5,000 square meters and over 40,000 cubic meters are available for product storage. It has another 1000 square meters configured in modern cold rooms (refrigeration and freezer) for the storage of perishable products.

Type
Private Sector

Website
nedeltzidis.gr

The company's self-propelled fleet consists of 32 trucks and 33 passenger vehicles, which is enough to run 35 daily routes and serve more than 800 points.

Premises
5.000 τ.μ.

The main goal of the company which is to conclude agreements with strong partners (Kanakis, FAGE, Mimikos, Kleenex etc.) to import their products in Greece and to distribute them in the market of Northern Greece, is served by the solution of the mobileworld suite xVan.

Employees
103

THE CHALLENGE

The main activity of the company is the distribution of products on behalf of the companies Friesland Campina Hellas-NOYNOY, FAGE, HQF, DODONI.

The big problem was how the driver would automatically issue sales receipts at small and large points of sale, implementing the most complex and difficult sales pricing policies implemented by these companies.

THE SOLUTION

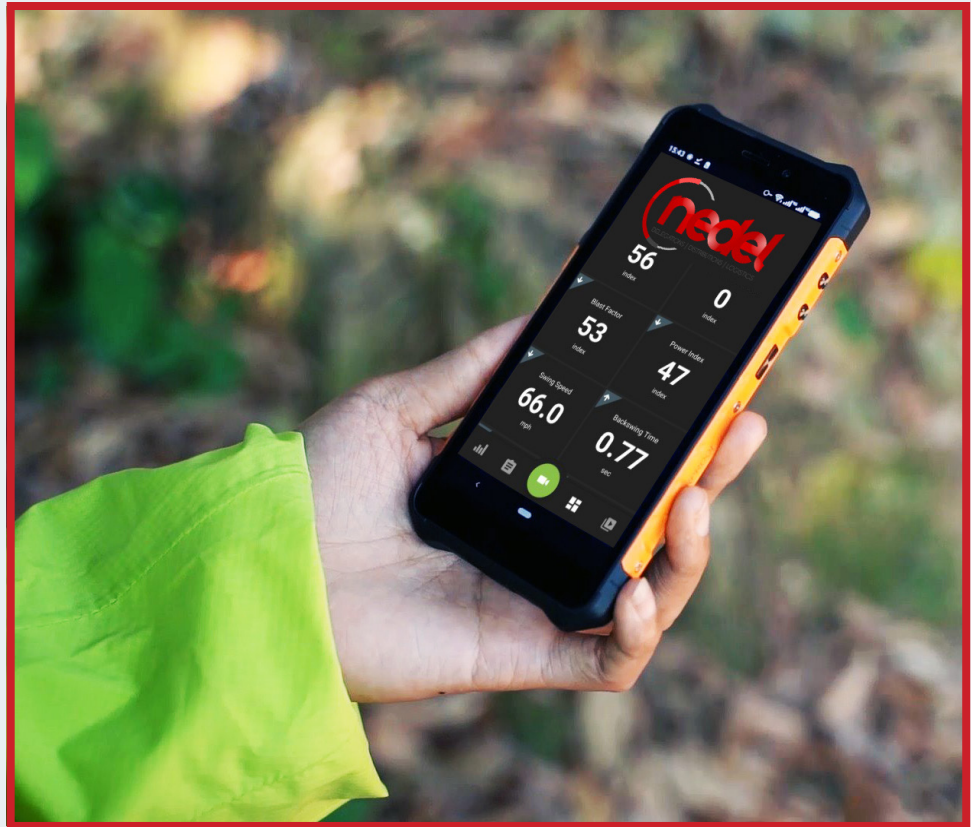
The company "NEDELTZIDIS SA" has chosen to implement the mobileworld xVan platform to better service its trucks, while also helping other parts of the company, such as the commercial and sales departments.

Increase profits by minimizing losses from returning vulnerable fresh products

Mobileworld xVan has enabled the company "NEDELTZIDIS SA" to have valuable real-time information regarding the points of sale and their connection with the sales representatives, providing a complete picture of the customer with the most important points of sale.

xVan mobileworld software, in conjunction with the central trading system, knows all the agreements with suppliers, but also with customers, in whatever distribution channel they belong to, whether they are indirect or direct, and is able to issue the right documents with the correct method of payment (one or more) either for the sale or the return, without the need for the driver / seller to intervene at all, thus relieving him of a complex task that may be difficult for him.

At the same time, it protects the accounting department from mistakes that may cost time and money.



THE RESULTS

All sales policies of the companies served and represented by NEDELTZIDIS SA were integrated in xVan mobileworld. (Friesland Campina Hellas-NOYNOY, FAGE, HQF, DODONI) in such a way that the issuance of the sales document is automatic and correct and is not affected by the knowledge of the driver, which in this case is very difficult if not impossible to memorize of.

The system issues the right documents with the right products and the right discounts at the touch of a button, always in accordance with the commercial agreement that the customer has, whether it is a super market or a smaller point of sale, thus allowing the truck to visit more points of sale daily. .

The system can automatically issue up to eight different documents for a point of sale.

"Increase revenue by implementing promotion strategies"

The mobileworld solution for the company
NEDELTZIDIS SA serves:

150 innovative products

management of 150 vulnerable product codes

32 trucks

trucks for the transport of products

1 application

use the xVan application of the mobileworld suite with the prospect of expansion and other modules (xVan, Collections, Pre-selling and Merchandising)

24/7 support

support (24/7 365 days)

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