

How to Demonstrate



Route Manager

by WORKWAVE®

A Guide for Partners

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Technology Requirements

Browser - Google Chrome Browser

HD Monitor - WXGA+ screen (1440x900) or Higher

Emulator for Mobile App - Android Studio - See <https://developer.android.com/studio/run/managing-avds> to install AVD Machine for emulation

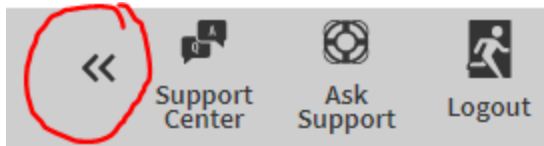


Demo Tools Overview

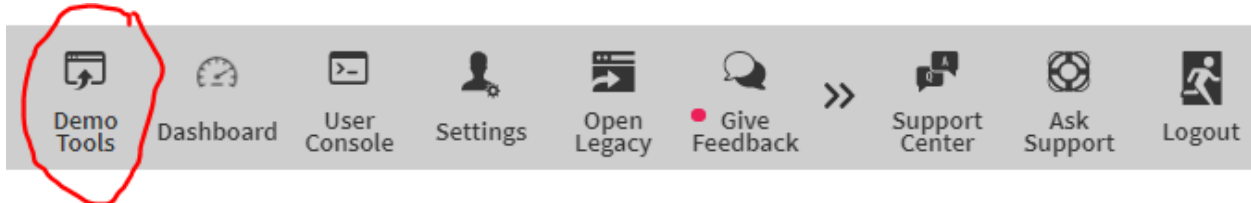
The Demo Tools area is only accessible to Sales Accounts. This tool is useful for setting up demonstration accounts, reviewing new languages, and supporting your customers.

Accessing Demo Tools

- 1) On the User Panel, click on the double arrows “<<” pointing right.

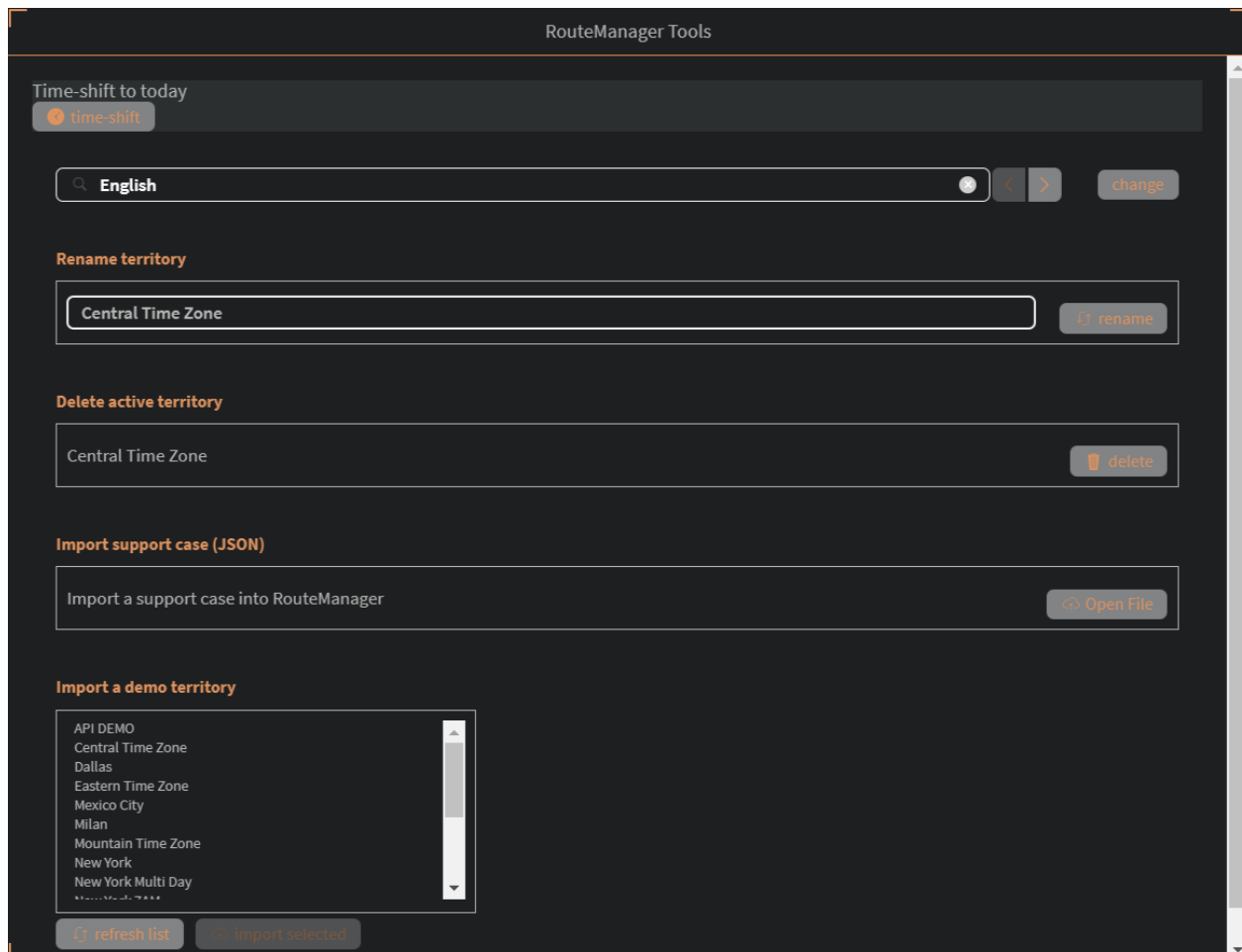


- 2) This will open up a new set of options. Click on Demo Tools.



Demo Tools Menu

The Demo Tools Menu allows a user to make changes in their environment in order to set up a sales demonstration. There are six (6) areas in the Demo Tools Menu:



1) Time-shift to Today

If a Demo Territory (such as New York 7am) is currently open, but the orders are set for a previous date, Time-shift to Today will move all of the orders from the past to today's date. TIP:

2) Change Demo Language

If a partner/customer has requested a new language to be added to WorkWave Route Manager, our draft version of the language will be accessible in this area



for review. Once reviewed and amended with our team, we will deploy the language in our production environment. *NOTE: Please let member of WorkWave Staff know if you require a new language to be added.*

3) Rename Active Territory

Allows user to rename the current territory they are in. *TIP: This can be helpful for having multiple versions of the same territory (for example, two versions of New York 7am)*

4) Delete Active Territory

Allows user to delete current territory. *NOTE: The territory will be permanently deleted unless it is available in the "Import a Demo Territory" menu.*

5) Import Support Case (JSON)

Allows partner/support to import a customer's support files for internal review.

6) Import a Demo Territory

Allows a user to import a new territory into their system. This can be achieved by clicking on the territory you wish to use, and then clicking on the "Import Selected" option. The main web app will be updated immediately to the imported territory. *NOTE: Please use Time-shift to today rather than importing in a new territory each time you provide a demonstration that requires that territory. For example, do not import in New York 7am if you have already used this territory - instead use the Time-shift to today feature to reset your demo environment.*

Exiting Demo Tools Menu

Simply click the "Escape" Key (Esc) on your keyboard the the Demo Tools Menu will be hidden.



Script for Route Manager

NEW YORK - Demo Tools Territory

- Make sure you are using a Full HD monitor, go full screen (F11) and open New York
- Set expectations as to what you will show (demo should focus more on *what* the product does rather than on *how* it does it, i.e. settings and constraints should only be touched superficially)
- Present interface.
 - 3 main areas: map, scheduler, left panel
 - Overview of tabs: scheduler, order grid, order list. Leave the others for later.
 - From Order grid show how columns can be customized and mention the same applies to scheduler (give an example)
- Orders: explain how to import (Support will assist), talk to relevant constraints
 - Open one order by double-clicking on map or scheduler and quickly present (*NOTE: double click works when in Single-select mode*) Eligibility, Service Time and Time Windows (mention other constraints in the detail only if you know they are relevant to the customer)
- Explain how order constraints are matched to Vehicle characteristics
 - Vehicles: intro Setup area, only overview (point out that Support will assist). Mention “common” constraints such as start/end location and working hours, hint at load if relevant.
- For both orders and vehicles focus more on what is mandatory to avoid overwhelming prospect. Be ready to enter a deeper level of detail if asked.
- **Optimize and remind optimization goals**
- Reinforce our value proposition: this is a tool to automate the heavy lifting and support decision-making process
 - Show map controls to show how they can customize visualization
 - Show **Navigo**, the main point of access for analysis:
 - Basic interaction: select one order (order 12 route 1) and show details, collapse scheduler and show persistent selection.
 - More advanced flows: from depot to Vehicle, to route, to orders
 - Show different interactions on different entities (e.g. select one route, reverse, undo, move to orders, limit selection etc.)
 - Lasso orders, show selection in Navigo and unassign them. Cancel selection, show how you can quickly recuperate it from Plan Summary by clicking on unassigned orders.



- **Extract map:** value of creating real estate for larger fleets in scheduler, of focusing on what counts. Show popped-out map in sync with original tab.
- If changes to the routes have been made reoptimize and go back to original routes. Apply now to start from clean slate.
- Select routes 1 and 6: pop out routes from Navigo to focus on them.
- Drag & Drop order 1 Vehicle 6 (Wesley Riley) between orders 1 and 2 of Vehicle 1
 - Highlight violation, show details by hovering over it and explain how sequence is not re-optimized but only adjusted after manual modification
- Show Plan Summary (interactive) and Comparison tool:
 - Apply Now timer is paused, giving you time to explore
 - Show main summary (current situation), then show at the top preceding steps
 - Highlight how bars represent steps in chronological order **but also refer to individual parameters (default is Cost)**
 - Click on preceding version (show summary with now values for now vs preceding version)
 - Click on “Compare all versions” to show deltas between now and preceding version
 - Load selected version - “if you understand that the version preceding your modification was after all better you can jump back to it”
- Go back to concept that they are in control, go to Setup area and talk to Advanced Planning tools (regions, traffic, road editor)
- Explain how when plan results are ok it is time to Approve and Dispatch
 - Point out how Approving a plan means taking a snapshot of the routes as you would like them to be executed and using such snapshot as the baseline for any planned vs actual analysis
 - Button “Approve & Dispatch” will also send routes to Driver mobile apps associated to routes
- Log in as Driver 1 (route 1), show mobile app and check into order #1. Highlight sync between the field and the office. Illustrate PODs. Mark order as Done and check out 1 hour after check in to generate a violation.
 - **Note:** Prior to the demo make sure a driver is associated to Vehicle 1 and check username and password under "Driver" setting, change if appropriate
- Show on Scheduler how the longer service time is represented and how all the other ETAs are rescheduled + violation.
- Explain how you will now show what happens a few hours into the execution.



Script for Route Manager 360

NEW YORK 7AM - Execution, event tracking and GPS

- Open New York 7AM: we are a few hours into plan execution
- Point out difference in scheduler which from planning board has become a more dynamic dispatching board with greyed-out (i.e. executed orders)
- Show different use cases in scheduler as examples of the precious info that can be read from the field (e.g. Vehicle 1: difference ETA/Planned; Vehicle 4: order marked as to reschedule; Vehicle 5: consistently shorter service times; Vehicles 6: order 6.15 executed at the beginning of the route; etc.)
- Open order 1.3 (only Arrival is marked), walk through proof of delivery collected: photo, note and signature capture. Move from Navigo to Order details.
 - Prior to the demo save a photo, a signature and a note.
- Edit Departure from Order 1.3 to 8:35AM manually from webapp. You can use this to point out how from reported values can be edited by office if necessary (driver mistake etc.)
- You don't need to explicitly explain how the Apply Now button during execution triggers the flow of information to the mobile app, but you should be ready to talk to it.
- If relevant to scenario, make intraday changes (e.g. drag & drop between routes or fit-in new orders that come in during execution).
 - After fitting in, use Search tool in scheduler, highlight order → style on map → pop out order
- From event tracking to **GPS tracking**. Remind the difference between an all-in-one solution VS integration with separate products.
 - Click on the Vehicle icon in the map controls
 - Click on breadcrumbs, set to 30 min and zoom in.
 - Zoom out, click on one vehicle and pop it out from Navigo. Do the same with corresponding route.
- Use inspect button to create a geofence and mention how it can be also used to create an order
- Focus on Live ETAs: every minute we automatically update all ETAs to account for traffic, delays or changes
 - **Note:** this part will become much more central as soon as we release messaging to the consumer and tracking link.
- Go to Tracking area and mention reports if relevant (i.e. if you are selling WWRM 360+)
- Mention Dashboards for route analysis if relevant. Remember to add "?Demo" to the URL to load test data.



Customized Demonstrations & Data Modeling

During the evaluation process, it will be highly likely to be required to provide a demonstration using customer data and/or modeling their specific requirements. The list of items below will help you prepare your data model:

Choose Your Territory from Demo Tools

WorkWave has tried to provide all of the relevant areas so that you can model data. If you do not find a territory that matches your needs, please contact the Channel Sales Engineer at WorkWave in order to assist you.

Create Vehicles

To create vehicles, follow the steps [linked here](#).

Import Orders

To import orders, follow the steps [linked here](#).

Test the Optimization and Modify Settings Accordingly

It is important to test the optimization before a demonstration in order to find any issues with you settings or the prospective customer's data. You can make any modifications before the demonstration to make sure the presentation is smooth.

Other Tips

If a large optimization, it may be best to run the optimization before the demonstration and save the results as a Simulation.

Contact the WorkWave Team for Assistance

If you require more detailed assistance in modeling data or putting together a demonstration for a prospective customer, please contact the WorkWave Channel team.

