



Increasing Stops per Route with Descartes GroundCloud™

H&S Logistics

As a rural final-mile delivery provider, H&S struggled to secure accurate and reliable routing for drivers delivering to areas with limited service, severely impacting their productivity. Additionally, they were using multiple solutions to manage their operations, which reduced their visibility into key elements of their business. By centralizing their operations with Descartes GroundCloud, they were able to streamline their operations, improve route efficiency, and improve visibility into their safety and compliance process.

The company's drivers relied solely on scanners and limited mapping tools, resulting in frequent navigation errors, lost time, and struggling profit margins. With scattered resources and no centralized system, maintaining a smooth operation proved challenging.

“GroundCloud is a great product. Before we had it, it was a nightmare – nothing like having everything in one place for safety, compliance, and operations. We quickly went from 30-40 stops per route to about 60-70. That increase changed our entire business.”

Richard Maddox
Fleet Manager
H&S Logistics, Inc.

Company Profile

H&S Logistics, Inc.

Descartes Solutions

Descartes GroundCloud™

About the Client

H&S is a Virginia-based Independent Service Provider (ISP) in the FedEx network.

Quick Overview

Challenge

Inefficient route navigation and limited visibility into driver performance led to reduced productivity, financial strain, and difficulty maintaining on-time deliveries.

Solution

Descartes GroundCloud's centralized platform provided route optimization, offline mapping, and daily training modules to improve driver efficiency and accountability.

Results

- Increased stops per route from 30-40 to 60-70
- Reduced daily driving hours with improved route adherence
- Greater visibility across their business enabled proactive planning

Challenge: Establishing Efficient Routes and Improving Visibility

Operating in rural areas presented numerous hurdles: limited connectivity, confusing back roads, and unpredictable travel times. Drivers often ended their days with uncompleted stops or failed time commitments due to navigation difficulties. With no unified platform to manage routes, safety, and compliance, H&S struggled to hit the efficiency benchmarks needed to remain profitable. In addition, the inability to see if drivers were following the optimal sequence of stops meant issues weren't identified until after problems arose, leaving management reactive rather than proactive.

Solution: Descartes GroundCloud for Navigation, Safety, and Compliance

Descartes GroundCloud addressed H&S's challenges by consolidating key operational elements into one platform. Offline maps and optimized route guidance ensured drivers could navigate efficiently, even in remote areas without cell service. By providing clear instructions and a set sequence of stops, Descartes GroundCloud helped contractors push average stops per route from the low 40s to the 60-70 range, drastically improving productivity.

In addition, daily training videos and safety modules empowered drivers to remain compliant and attentive on the road. Managers gained real-time visibility into driver progress and route adherence. If drivers deviated from the plan or encountered issues, management could identify the problem, coach the driver, and adjust training strategies proactively.

Results:



Increased Stops per Route

Routing enhancements and offline mapping capabilities improved driver productivity, increasing stops per route by 75-100%.



Improved Visibility

With enhanced visibility into driver behavior and historical route data, H&S is now able to identify areas of improvement and correct them before they escalate.



Enhanced Safety and Compliance Culture

Proactive Safety Training delivered on an automated schedule keeps drivers engaged and allows managers to address issues proactively with targeted training strategies.