



## @PointInvoice

simplifies complex delivery and settlement processes

## @PointInvoice

interfaces with existing delivery, administration and billing systems

## @PointInvoice

introduces significant time and cost savings that lead to rapid return on investment



target user  $\longrightarrow$  goods delivery firms

objective  $\longrightarrow$  simplify delivery and settlement processes

outcome  $\longrightarrow$  time and cost savings and rapid ROI



## Case Study: @PointInvoice in the Petrochemical Industry

**Scenario:** Firms in the petrochemical retail industry typically use large fleets of expensive tanker trucks to transport fuel from depots to retailing garages. At the depot, truck drivers are issued with delivery notes for deliveries scheduled for that day. The delivery note is signed by the retailer upon delivery. Drivers take these delivery notes back to the depot from where the information is captured and sent to head office, where an electronic fund transfer happens, or an invoice is issued for fuel delivered. There are two problems associated with this business process that, if solved, could lead to improved efficiency and more flexibility for clients.



**Firstly**, because of the heat related expansion and shrinkage of the fuel, tankers are often filled with more fuel than is required for a particular delivery schedule. There is often enough fuel remaining for another delivery after all scheduled deliveries have been completed. However, because the driver does not have a delivery note for this delivery and is unable to issue a delivery note on demand, he returns to the depot with the remaining fuel load.

The **second** problem lies in the inflexibility to change delivery orders at the point of delivery. With the fixed set of delivery notes the driver works by, it is impossible for a retailer to change his order based on real information at the time of delivery. For example, this could happen if the retailer has underestimated the amount of fuel required when the delivery was placed and wanted to increase the fuel volume delivered on the day of delivery.



**Outcome:** In the scenario described above @PointInvoice could be used to solve these problems with its capabilities to issue delivery notes and invoices at the point of delivery. In this way @PointInvoice makes it possible to perform the extra delivery in case there is fuel left, solving the first problem, and makes it possible for retailers to change orders if necessary at the point of delivery, solving the second problem described in the above scenario. Although the efficiency and flexibility introduced may seem marginal, the eventual savings and benefits are huge. For example, if it is possible for the petrochemical company to reduce its fleet of 100 trucks by only 2 trucks as a result of the efficiency gained, this means a saving of R 50 million per annum (2 trucks x R 25 million (vehicle and its maintenance for one year)). Through these savings @PointInvoice shows rapid return on investment.

