

## CASE STUDY: SOLID INNOVATION

*“We needed a high-performance, high-value mobile computing solution that delivered a strong return on investment. We found it with the Janam XP30.”*

Industry:	Direct Store Delivery (DSD)/Route Accounting
Application:	Solid Route Accounting by Solid Innovation
Challenge:	Fast, accurate data collection and reporting capabilities needed for route salespeople.
Solution:	Janam XP30 mobile computers delivered superior performance and strong ROI

### Road Warriors' Secret Weapon

Route salespeople are often the faces and voices of their company. They must balance productivity demands with the highest level of accuracy for their customers. And they do this on the road – all day, every day – personifying the image of a “road warrior.” A typical day in the life of a route salesperson may involve visiting up to 30 convenience stores, retailers and pharmacies. Checking inventory, re-stocking shelves and removing expired product are just a few of the many tasks to complete after they arrive at a store. A typical transaction at a c-store or retailer will have anywhere from 30 to 150 items selected from an inventory list of 200 to 7,000 items, so route salespeople need a solution that combines speed and performance.

With Solid Route Accounting by Solid Innovation, route salespeople can service more customers more efficiently because each transaction is automatically identified by an invoice with its own unique number. The route salesperson synchronizes the day's transactions back to the company's system using his or her mobile computer. Accounts receivable and inventory are automatically updated for both billing and payments. As a result, invoices are more accurate and the process is far more efficient, requiring only an approval from the store manager for final processing and reimbursement.

Route salespeople perform thousands of mobile point-of-sale transactions each week using Solid Route Accounting software. When you combine this world-class route accounting application with the powerful Janam XP30 mobile computer, you get unmatched speed and performance, maximum mobility, complete integration and intuitive ease of use. Janam XP30's barcode scanning, processing speed and Bluetooth printing capabilities provide the ideal mix of features for this powerhouse information exchange. Together, Solid Innovation and Janam transform an outdated, manual way of doing business into a real-time process that is more accurate and productive, with a measurable ROI.

The Janam XP30 was chosen by Solid Innovation because of its robust feature set and excellent ROI as well as the high scores it received during the product evaluation. Recently, Solid Innovation shared some of the criteria that went into its purchase decision, along with some observations on the Janam XP30's performance in the field.

*“The Janam XP30 is fast – its speed is astounding, and its reliability and durability mean less service and repair. We're ordering more because business is growing.”*



What's in store for route salespeople? Janam's XP30.

### Criteria and Observations >>>

### **Reliability:**

The Janam XP30 is ideal for route salespeople because of its extremely low maintenance and service requirements. Downtime simply isn't an issue. In addition, the device's permanent memory backup allows route salespeople to perform their day's data transactions with total confidence.

### **Performance:**

Janam's barcode scanning and Bluetooth printing capabilities extends the value of mobility. Users capture 1D or 2D bar codes efficiently and reliably with the push of a button. Combined with the ability to print bills right at the point of transaction, this solution enhances productivity and increases customer satisfaction and loyalty.

### **Durability:**

The Janam XP30 is small and lightweight (only 280g), so it's easy to carry when traveling from store to store. It's built tough and sealed to IP54 standards, so this durable mobile computer weathers the variety of environments we work in.

### **Speed:**

The Janam XP30 stands out because it's based on the latest version of Palm OS, which delivers performance advantages. This mobile computer also has ample memory and processing speed to successfully capture hundreds, or even thousands of transactions a week.

### **ROI:**

The return on investment from the Janam XP30 is strong, better than many other devices, because it delivers such high value at an attractive price point. This was essential to Solid Innovation's decision to recommend Janam XP30's to its customers. Janam got the winning combination just right with high value and high performance.

### **Delivering for Route Accounting**

"Independent distributors expect high value and performance. Solutions must be reliable, dependable and easy to use. Janam's products exceed expectations, and our customers are extending and growing their businesses since deploying XP30s."

**Solid Innovation, Inc.**

Phone: 888-667-3769  
[www.solid-innovaton.com](http://www.solid-innovaton.com)