

12 questions for your next demo

Scorecard for route planning software. Give each supplier a score per question: 1 is weak, 5 is strong. Note what you saw.

Filled in by _____

QUESTION, AND WHAT TO LOOK FOR	Supplier 1 _____ Demo date _____	Supplier 2 _____ Demo date _____	Supplier 3 _____ Demo date _____
DOES IT FIT THE WAY YOU PLAN?			
1 Can it calculate in your units? Several units at once: roll containers, loading metres, length and kilos.	1 2 3 4 5 _____	1 2 3 4 5 _____	1 2 3 4 5 _____
2 How does it handle time windows? Several windows per customer. Is a window hard, or can it be missed at a penalty?	1 2 3 4 5 _____	1 2 3 4 5 _____	1 2 3 4 5 _____
3 Can a vehicle run several trips a day? The plan works out by itself that a vehicle reloads after the morning trip.	1 2 3 4 5 _____	1 2 3 4 5 _____	1 2 3 4 5 _____
4 May every vehicle go everywhere? Knows per order which vehicle fits: zero-emission zone, crane, cooling, ADR, narrow street.	1 2 3 4 5 _____	1 2 3 4 5 _____	1 2 3 4 5 _____
5 Does it plan pick-ups and returns too? Returns, empty packaging and roll containers count towards the space in the vehicle.	1 2 3 4 5 _____	1 2 3 4 5 _____	1 2 3 4 5 _____
6 Does it use real stop times and driving times? Where do the driving times come from? Do they differ for a van and a truck?	1 2 3 4 5 _____	1 2 3 4 5 _____	1 2 3 4 5 _____
7 Does the truck toll count? The toll per kilometre on the motorway counts, not just the distance.	1 2 3 4 5 _____	1 2 3 4 5 _____	1 2 3 4 5 _____
CAN THE PLANNER WORK WITH IT?			
8 Can the planner step in? Lock a trip, keep a regular driver, move an order by hand, replan the rest.	1 2 3 4 5 _____	1 2 3 4 5 _____	1 2 3 4 5 _____
9 How fast is a new plan? Rush order at half past eleven: how long to insert it, and does the rest of the day stay put?	1 2 3 4 5 _____	1 2 3 4 5 _____	1 2 3 4 5 _____
10 Can you see why something was planned that way? The planner can explain why a customer gets a later delivery than yesterday.	1 2 3 4 5 _____	1 2 3 4 5 _____	1 2 3 4 5 _____
WHAT HAPPENS AFTER PLANNING?			
11 How does the trip reach the driver? Stops in order, navigation, ticking off, proof of delivery. Works offline? ETA for the customer?	1 2 3 4 5 _____	1 2 3 4 5 _____	1 2 3 4 5 _____
12 What does it really cost? Per vehicle, stop or user? Cost and upkeep of integrations. Time until you are live.	1 2 3 4 5 _____	1 2 3 4 5 _____	1 2 3 4 5 _____
Total Add up the scores. At most 60 points per supplier.	/ 60	/ 60	/ 60
The best test: did the supplier plan one real day of yours? With your own orders, vehicles and rules, next to what was really driven that day.	☐ yes ☐ no	☐ yes ☐ no	☐ yes ☐ no

Keep it fair: take an ordinary day, not a quiet one. Let your planner watch, they know the rules that are written down nowhere.