

## Case Study

PAPER CUTS INC.  
COMPREHENSIVE DESTRUCTION SERVICES



### Paper Cuts, Inc. 'Cuts' Routes in Half

Los Angeles, CA – For Paper Cuts, Inc. owner Darryl Pikoos, navigating his mobile destruction business through the labyrinth of roads in Los Angeles and Orange County has always been a challenge. By offering its on-site shredding service to the sprawling LA-metropolitan area, Paper Cuts ambitiously serves a wide range of clients. What the company didn't count on were the hurdles presented in consistently servicing these customers in a timely and efficient manner.

"Some days a driver can have more than a dozen stops to make over a 100-mile radius," said Darryl. "Factor in time constraints and the complexity of the local interstates and we had a routing nightmare."

Like many other destruction businesses, Paper Cuts tried several methods to reduce its route miles and increase its drivers' efficiency and productivity. In the end, Darryl found that manually balancing and routing his trucks was ineffective as well as diverting too much time away from his main focus – running his destruction business.

After giving up the manual routing method, Darryl learned about the RoutePerfect™ optimization system offered by Logistic Solutions Group. Already in use with hundreds of distribution and service businesses in the office products, propane and water delivery industries, RoutePerfect promised the potential to solve Darryl's routing problems.

Best of all, through Andrews Software's exclusive partnership with LSG, the RoutePerfect optimization system could fully integrate with Paper Cuts' Veri-Shred® program. All that Paper Cuts needed was a standard PC to run RoutePerfect. Service tickets are imported directly from Veri-Shred, routed, optimized and sent back to the Andrews system for printing and billing.

Paper Cuts employees found the ease-of-use and functionality of RoutePerfect gave them a competitive edge and helped to both increase productivity and cut costs.

"I was using MapQuest to find half our clients; then I had to individually print out directions and give them to the drivers. It was wasting hours of my time every day," said Juan Antunez, Paper Cuts' operations manager. "With RoutePerfect, the system finds all of the addresses, helps me correctly assign each client to a route and optimizes the routes for maximum fuel efficiency." Juan could then print comprehensive maps and directions for his drivers to ensure they find every customer and complete each route in the optimized order.

With RoutePerfect's unique "Route Planner" tool, Paper Cuts employees can view one map with all scheduled service calls as well as on-call clients. Stops are color-coded by route and can be moved between trucks with the click of a mouse.

## Case Study

The Route Planner tool not only helps Paper Cuts run the most efficient routes day-to-day, it also helps with territory planning. If a scheduled stop is too far off the planned route, the operations manager can identify the inefficiency and move that service call to another day.

Using RoutePerfect, Darryl can concentrate on running his destruction business and feels confident he's getting maximum productivity and efficiency from his fleet. "I'm saving 20% on my fuel costs, which is huge," said Darryl. "By running the most efficient routes possible, my business can serve more clients every day and reduce the labor costs of my drivers. Instead of adding a new truck, I added RoutePerfect."

Destruction businesses that use RoutePerfect can also implement LSG's real-time GPS tracking system. Using Automatic-Vehicle-Location (AVL) technology, owners and managers are able to track their drivers' progress throughout the day. The GPS system is hosted through LSG's secure Web site, so there are no expensive servers or software to buy.

Additionally, GPS adds the capability for real-time event alerts for speeding drivers, proximity to stops, idle time, as well as full reporting capabilities. The GPS system puts control of the fleet — often a destruction business' most expensive asset — back in management's hands.

LSG and Andrews Software's partnership brings leading-edge logistics technology to the destruction industry. Systems once reserved for Fortune 500 companies are now available to every business, whether it has one truck or 100. Andrews Software also has negotiated exclusive discounts for its users on LSG's systems. By working together, these companies hope to increase the value of offerings to Andrews Software clients as well as make Veri-Shred the system of choice for destruction businesses.

For more information please contact ASI  
[Sales@AndrewsSoftware.com](mailto:Sales@AndrewsSoftware.com)  
800-807-2093 North America  
440-546-9771 Worldwide  
[www.AndrewsSoftware.com](http://www.AndrewsSoftware.com)

