Intelligent Ordering Network (ION) Introduction
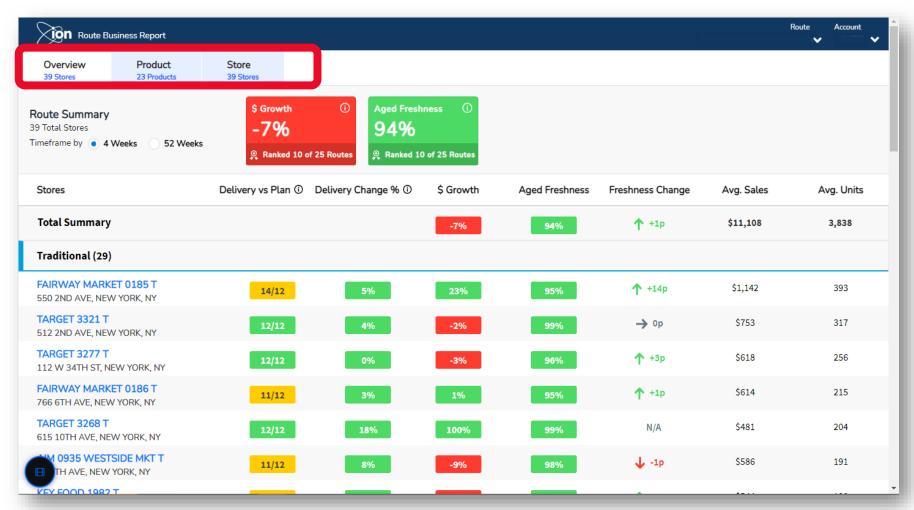
What is ION?

ION is a world-class order management tool designed from the frontline, for the frontline, by the frontline.

ION Route Summary Page

- **Overview tab** displays all active stops for your route. Includes key metrics like Growth, Aged Freshness, Average Sales, and Average Units.

- **Product tab** displays all products ordered for last week, this week, next week, and plan week.

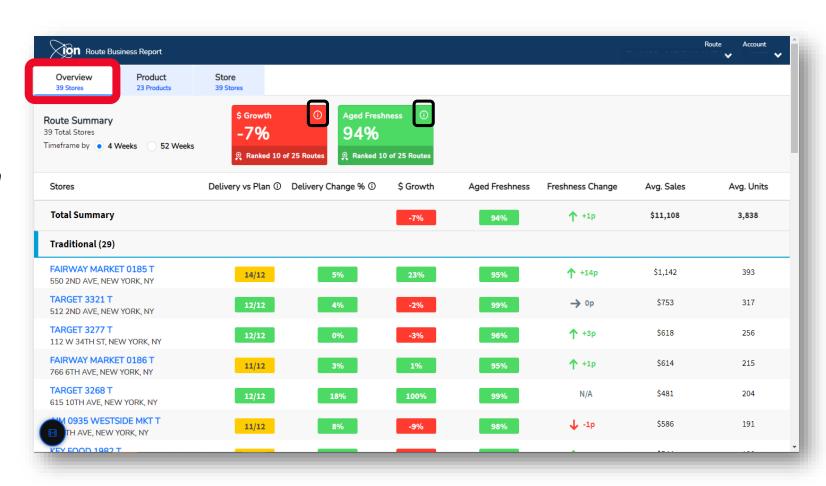- **Store tab** displays all stores and units ordered by store.

Overview Tab

ION "Overview" tab displays all active stops for your route. Stops are sorted by store type.

Click the ⓘ *icon to see a description of any metrics.*

$ Growth is calculated as the difference between this year's Net Sales and last year's Net Sales, then divide by last year's Net Sales.

Aged Freshness is calculated by dividing Age Dated Return Units by Age Dated Net Units, then subtract that from one.

Available for last 4 weeks or 52 weeks

Overview Tab (continued)

Delivery vs Plan represents the number of deliveries in the last 4 weeks vs the expected number of deliveries, also known as **Plan**.

Delivery is defined as an invoice resulting in either a gross unit greater than 0 or a return unit greater than 0.
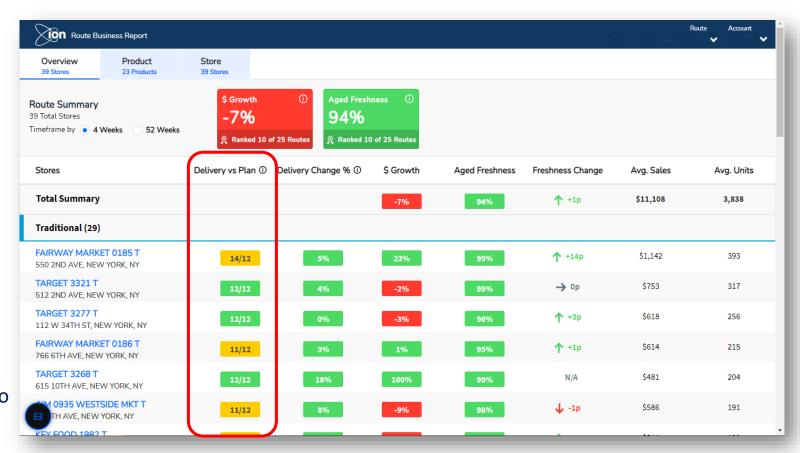
Plan is defined as a day with a suggested order after rounding greater than 0.

Color Code:
- **Green** when Delivery = Plan
- **Yellow** when Delivery / Plan is greater than .5
- **Red** when Delivery / Plan is less than or equal to .5

Example 10/12
- *10 = Days actually delivered last 4 weeks*
- *12 = Days expected to deliver last 4 weeks*

Overview Tab (continued)

Delivery Change % represents the difference between the gross units and the actual order after rounding for the last 4 weeks.
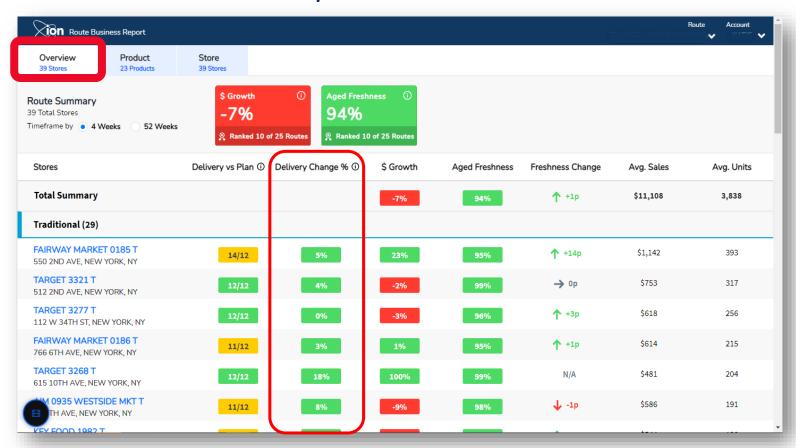
Gross Units is defined as the units sold to the store on an invoice.

Actual order after rounding is defined as the order when the product closes, including any change due to tray rounding.

Color Code:
- **Green %** is less than or equal to 30%. The plan was followed last 4 weeks
- **Yellow %** is greater than 30% and less than or equal to 50%. Some of the plan was followed last 4 weeks
- **Red %** is greater than 50%, your plan was not followed last 4 weeks

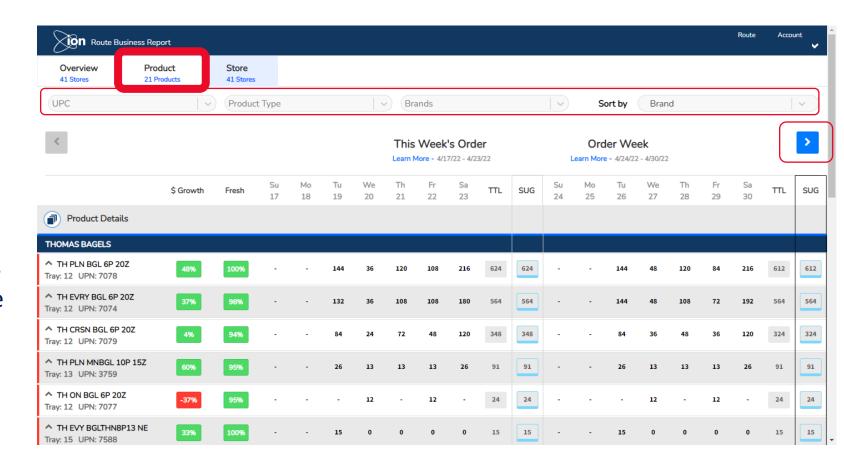*Evidence suggests that on average, routes that follow their plan achieve better results!*

Product Summary Tab

Product Summary tab incudes a view of products that are available to sell Last Week, This Week, Order Week, and Plan Week.

- **Filter & Sort**: Filter or Sort products by using the dropdown boxes at the top of screen.

- **Items by Store:** Click on an item to view the breakdown of the product by store

Store Summary Tab

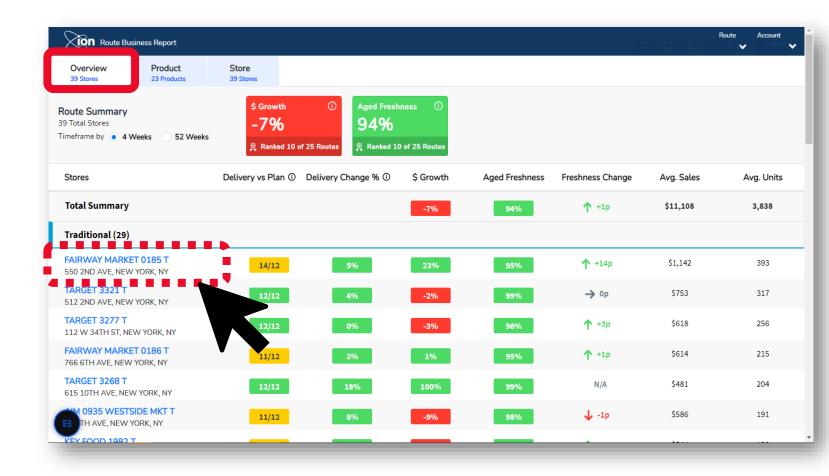**Store Summary Tab lists all stores and the total order by day for each stop.**

- View total order by day and by stop. View by This Week, Order Week, and Plan Week.

- Hover over customer name to see customer ID.

Store Summary Page

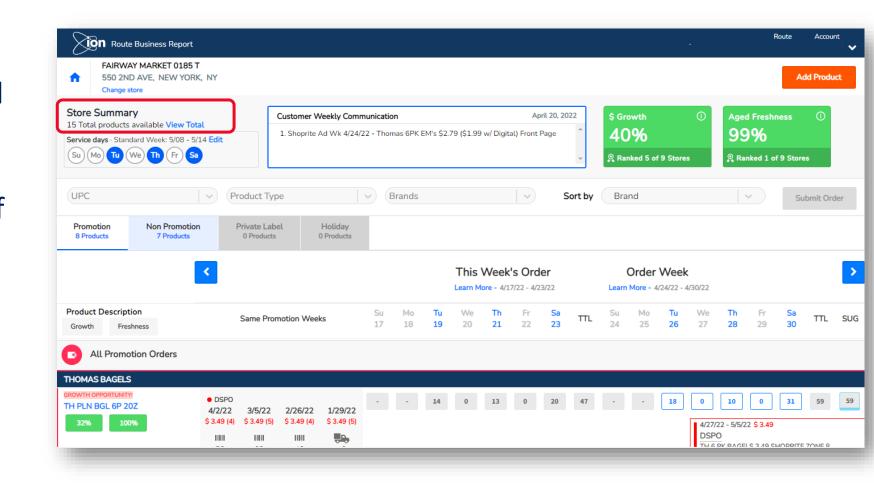On the Overview page, click a store to view more information

Store Summary Page

Store Summary displays service days, customer weekly communication, and more.

Service Days are the days of the week configured to receive either a forecasted or standing order.

Promotion Items: Manage promotion orders from this page

Product Summary Page

Click a product to view more information about the item