



IQGeo^o

myWorld Route Optimizer

Systematically convert your high volume of commercial business enquiries in to profitable projects and happy customers.

myWorld Route Optimizer™ automatically produces several alternate construction routes to connect a commercial premises, including cost estimates, revenue potential and ROI , enabling providers to compare returns on these routes. These designs can be interactively modified to take advantage of human knowledge.

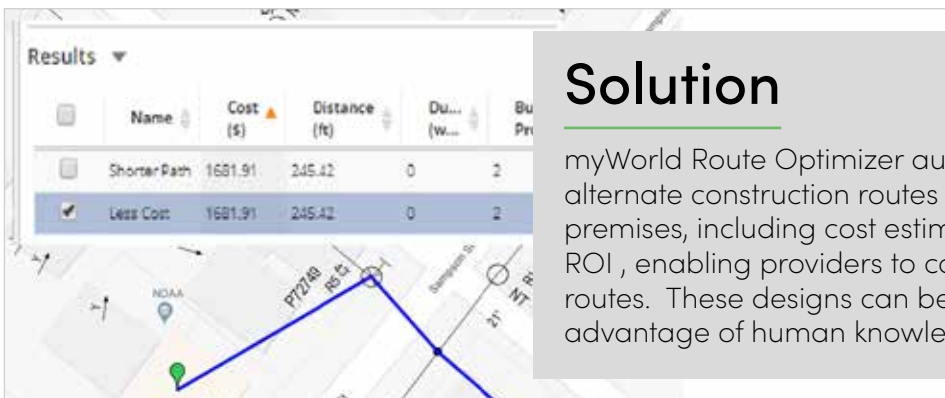
Problem

Competition for commercial customers is fierce, and the sheer volume of enquiries can be overwhelming. The time and cost to evaluate and estimate sales opportunities is a growing challenge for sales and engineering. It can take weeks to get a construction estimate for a quote to a prospect, by which time they have probably already signed a contract with your competitor. The time pressure to respond to these enquiries means many easy opportunities to pick up additional profitable customers with smarter construction routing are missed. All this adds up to poor sales opportunity conversion rates, missed revenue targets and lower profitability.



Solution

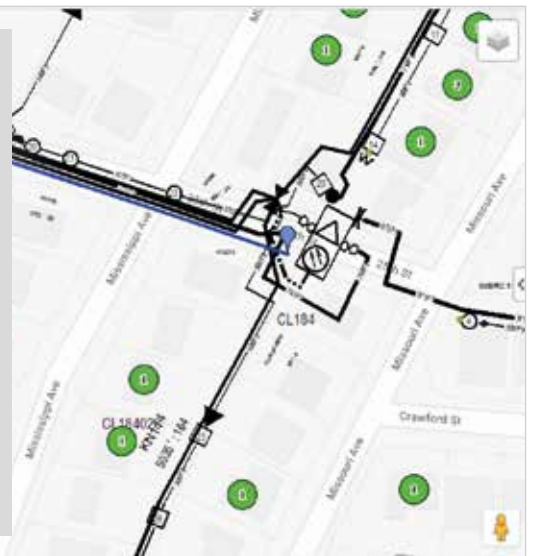
myWorld Route Optimizer automatically produces several alternate construction routes to connect a commercial premises, including cost estimates, revenue potential and ROI, enabling providers to compare returns on these routes. These designs can be interactively modified to take advantage of human knowledge.



Why Route Optimizer?

Unlike other manual approaches...

- Automates construction estimates in seconds using smart network optimization
- Delivers additional market potential options to maximize revenue opportunity
- Optimization includes multiple overlapping cost polygons, route blockers, capacity management and existing physical infrastructure
- Designs can be interactively modified and re-run to take advantage of human knowledge

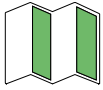


Value

- Increase commercial sales win rates
- Generate more sales
- Reduce time and cost of producing estimates
- Increase accuracy of construction estimates
- Increase profitability of commercial construction projects
- Increase customer satisfaction (NPS)



Capabilities



Routing map

All data sources integrated in one map to optimize routing.

- Service Points: Fiber & Coax
- Capacity availability
- OpenStreetMap
- Dun & Bradstreet or ShareTracker
- Existing Physical Infrastructure
- Cost Areas
- Linear blockers such as rivers, railroads
- Existing customer information
- PDF plat maps



Serviceability request history

Easy visibility of previous serviceability enquiries and construction estimates in the area, allowing those assessments to be re-used for faster response, and indicating other business potential in the area.



Instant construction estimates

Provides accurate costs and ROI fast, for single premise address or bulk address load.

- Quote construction price immediately to prospect and close while on the phone
- Reduce underestimates and overestimates to maximize win rate and project profitability
- Simple estimates completed in seconds, speeding up response time, cutting the backlog, and freeing up planners for more complex estimates



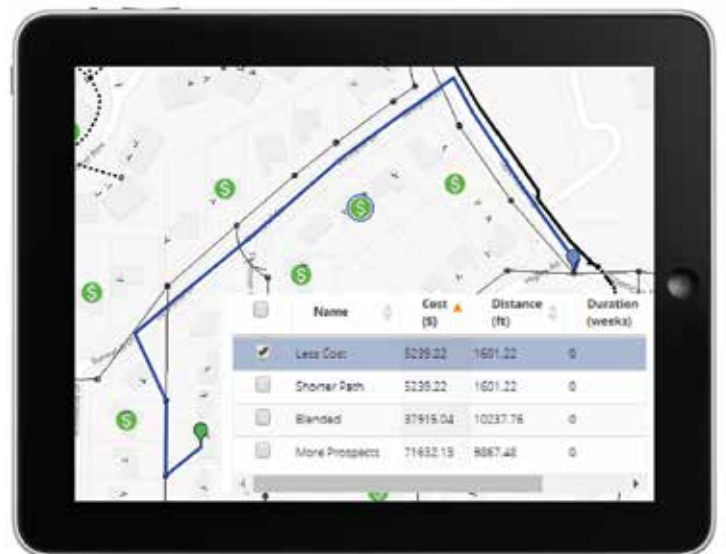
Route revenue optimizer

Automatically generates least cost and highest business potential route to service the customer, including ROI. Routes can be finalized with manual adjustments.



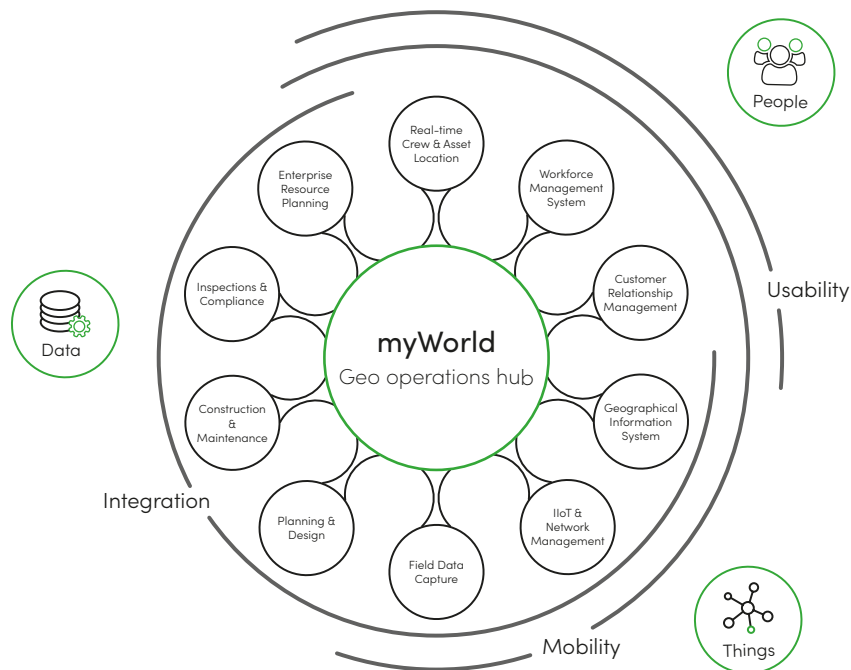
Salesforce ready

The whole workflow can be embedded directly in to your Salesforce org to accelerate adoption and benefits realization.



Accelerate your network operations

IQGeo™ accelerates digital transformation and improves productivity across enterprise planning, design, construction and maintenance processes. Our myWorld software gives your people access to the right information, at the right time, by unlocking data previously hidden away in complex and disconnected back end systems. We put you in control, enabling your business to deliver high value services, increase customer satisfaction and reduce the cost of field construction and maintenance activities.



The myWorld software gives you an easy-to-use geo operations hub that reflects your unique operational ecosystem, visualizing the complexities of people, data and things.