



# Dot on Demand<sup>®</sup>

*Placing Dot's product offering in the hands of your sales team.*



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# Dot on Demand<sup>®</sup>

## Avoid turning down orders when an item isn't stocked at your facility.

End-users ask for products you don't carry. It's a time-tested part of the industry. Dot on Demand provides your team an effective way to meet the product needs of your operators, without adding inventory and at a product cost in line with manufacturer-direct pricing.



## Dot on Demand puts the power in your hands.

- Expands your product offering and services without additional warehouse inventory.
- Keeps competition out of your key customers by allowing you to offer items your customers ask for but you don't carry.
- Puts the information your customers need when deciding to buy as close as possible.
- Helps maximize business with your preferred suppliers by allowing you to offer a much larger offering from those manufacturers.
- Lets you offer up to 30,000 items to your customers – without having to stock them.

More items, more sales, less inventory! That's the winning combination Dot on Demand provides to help you satisfy your customers.

## Offer your customers up to 30,000 products without adding inventory.

For over 50 years, Dot Foods has helped food distributors manage their inventory more efficiently. We've been successful in bringing you increased turns, frequent deliveries, and reduced lead times. We now have a program that connects your sales force to our warehouse.



## Dot on Demand helps your sales force succeed by linking your warehouse to ours.

- Offer up to 30,000 Dot stocked items without storing any inventory.
- Easily answer customer requests for new and unique items.
- Provide better service to your customers.
- Avoid turning down orders when customers insist on an item you do not stock.

## Buyers benefit with Dot on Demand, too!

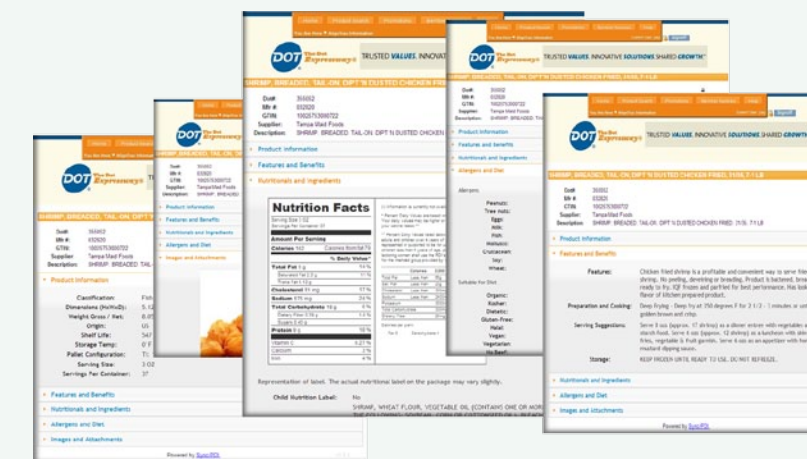
- Leveraging Dot's stocked inventory enables buyers to minimize slow movers.
- Allows buyers to standardize the special order process.
- Minimizes buyer workload created by "find for me" requests from sales reps.
- Option for your sales force to place orders, with your approval.

## Dot on Demand provides distributors with many important benefits.

- Increased sales – offering more products helps you capture more business.
- Fewer slow moving items – many items can be eliminated from your inventory and still be sold effectively.
- Improved special order process – option to handle orders easily in the sales call.
- Better customer service- puts information in the hands of your sales force so they can respond quickly to customer requests.

## Getting started with Dot on Demand is as easy as one, two, three!

- 1 Register your sales force for the Dot on Demand Expressway View.**
- 2 Customize your view. Make decisions on:**
  - Pricing your sales force will see – choose your invoice cost, marked up pricing, or no pricing at all.
  - Product lines your sales force will see – choose the temperatures, categories or product lines.
  - Ordering - Do you want your sales force to be able to enter orders on the Dot Expressway? A Gatekeeper functionality is available.
- 3 Train your sales team on Dot on Demand.**
  - Dot will help train your team through webinars and in person, on-site training.



**Get started with Dot on Demand.<sup>®</sup> Call your Dot sales representative at 800.366.3687 or email us at: [DotOnDemand@DotFoods.com](mailto:DotOnDemand@DotFoods.com).**