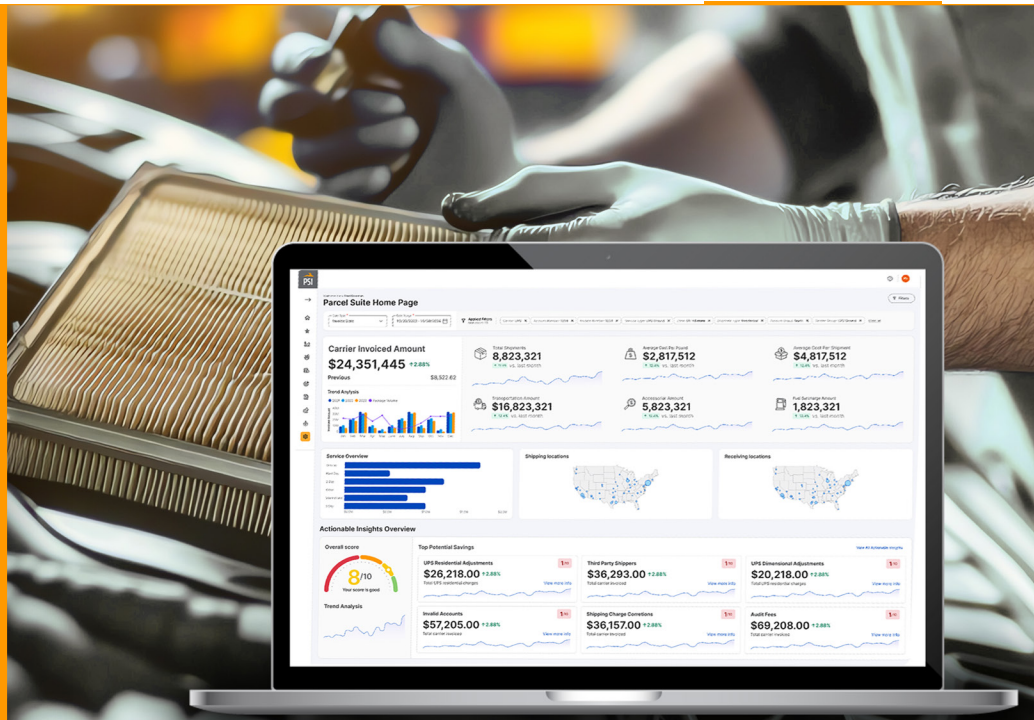




SUMMARY

Filters Fast partnered with TransImpact to optimize parcel spend, reduce freight costs, and gain real-time visibility into shipping expenses, saving over \$1 million in just weeks. With Parcel Margin Analysis, they eliminated inefficiencies, identified hidden cost leaks, and strategically managed rate fluctuations to ensure long-term cost control and operational efficiency. With TransImpact's support, Filters Fast streamlined decision-making, gained control over rate fluctuations, and established a long-term approach to cost containment and operational efficiency.



Filters Fast Saves \$1 Million+ with TransImpact

As a leading e-commerce retailer in the filtration industry, Filters Fast delivers air and water filtration products straight to customers' doors every day. With a high volume of small parcel shipments, tracking and controlling costs became increasingly difficult. The company struggled with unexpected rate increases, hidden fees, and inefficient contract negotiations that took months to finalize.

Despite already working with another service provider, they were unaware of the full scope of parcel savings available. Without deep analytics, costly inefficiencies and missed opportunities went unnoticed. In short order, TransImpact's data-driven products delivered over \$1 million in potential savings.

With Parcel Margin Analysis, Filters Fast gained deeper analytics to pinpoint unnecessary costs and make proactive cost-cutting decisions. With Parcel Margin Analysis, they could see the true profit margin on each product sold, considering gross margin, the total transportation expense required to service the order, and revenue capture in the order process.



JOB TITLE:
Chief Operating Officer



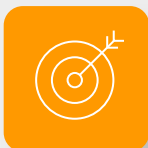
INDUSTRY:
Filtration E-Commerce & Distribution



HEADQUARTERS:
Monroe, North Carolina



PRODUCTS USED:
Parcel Margin Analysis



The Challenge:
Capturing Profit Margin



Uncovering Hidden Costs and Driving Smarter Decisions

Filters Fast turned to TransImpact's Parcel Margin Analysis to gain deep, real-time visibility into parcel costs and proactively address savings beyond traditional contract negotiations. Instead of solely focusing on carrier agreements, the company leveraged Parcel Margin Analysis to track service-level shifts, identify unnecessary surcharges, and adjust rate strategies in real time.

“We have a dedicated team member who monitors the TransImpact dashboards daily, analyzing cost shifts, service-level changes, and unexpected surcharges. Thanks to Parcel Margin Analysis, we can quickly adapt, adjust our rate strategies, and ensure our freight costs align with our budget every month.”

- Heather Quinn, CEO, Filters Fast

As a result, Filters Fast shifted from reactive problem-solving to a data-driven strategy that safeguards their bottom line. By leveraging these insights, Filters Fast unlocked these key capabilities:



The Solution: Data-Driven Insights



Integrated Comprehensive Data: Parcel Margin Analysis consolidated sales orders, COGS, fees, and transportation costs into one platform for a clear view of profitability.



Customized Analysis: The product enabled segmentation by product group, SKU, customer group, charge type, or invoice—tailored to Filters Fast's operations.



Actionable Insights: The product delivered insights that empowered Filters Fast to make informed decisions, take corrective actions, and protect profit margins.



KEY RESULTS

- \$1M+ in savings
- Eliminated hidden surcharges
- Gained real-time visibility into parcel spend
- Smarter long-term financial decisions.
- Shifted from reactive to proactive problem-solving
- Improved control over rate fluctuations



The Results: Continuous Cost Optimization

Sustained Savings Through Strategic Parcel Oversight

With Parcel Margin Analysis, Filters Fast prevented incremental shipping cost increases that, left unchecked, would have significantly impacted profitability. Instead of reacting to carrier rate hikes and service changes after the fact, they gained the ability to track and manage costs dynamically.

Leveraging a monthly reporting structure allowed leadership to stay informed on spend trends, service-level shifts, and new savings opportunities.

With TransImpact, Filters Fast gained full control over their shipping expenses and positioned themselves for long-term stability. Instead of chasing last-minute savings or overpaying due to unforeseen rate changes, they now have a structured, data-driven strategy to keep costs low and efficiency high.

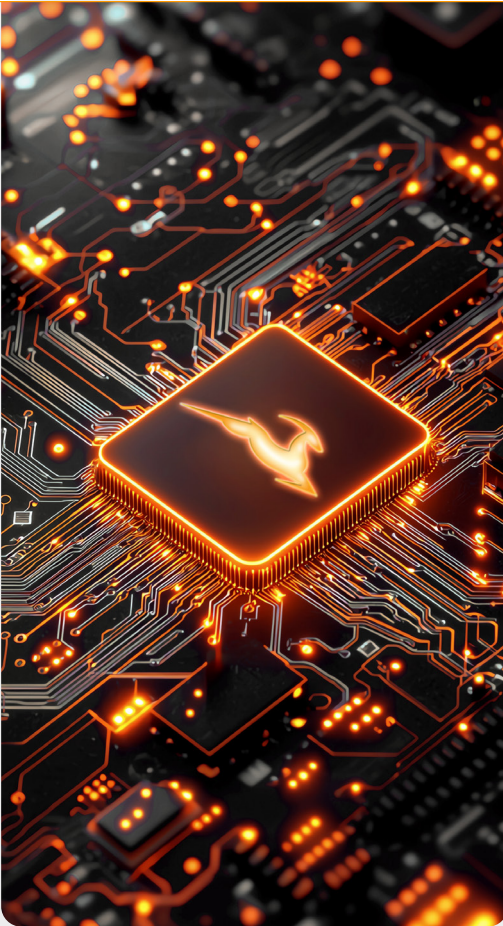
“What sets TransImpact apart is that they don’t just sell us a service. They help us navigate the entire shipping landscape, identify growth opportunities, and continuously optimize our logistics strategy.”

- Heather Quinn, Filters Fast, CEO

Ongoing Partnership and Forward-Thinking Strategy

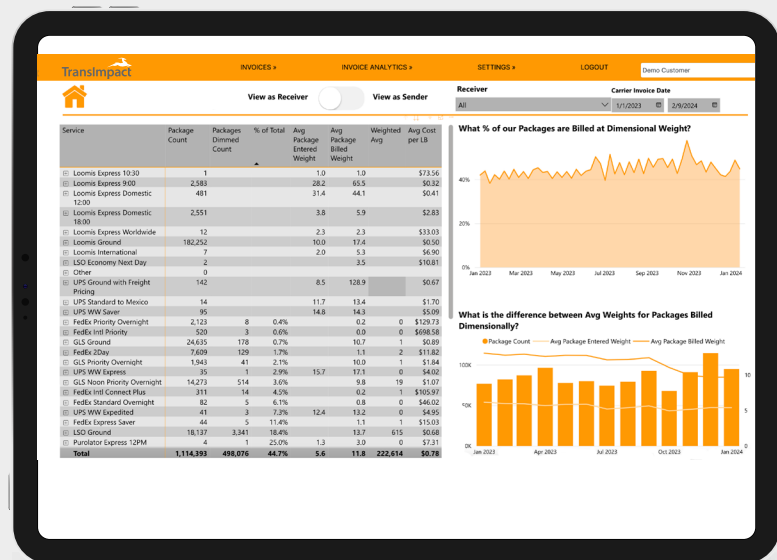
Filters Fast continues to rely on TransImpact not just as a vendor—but as a true strategic partner providing expert guidance tailored to their needs.

By working closely with TransImpact, Filters Fast continues to refine their parcel spend management approach. Annual planning meetings provide a roadmap for continuous parcel spend optimization, ensuring cost efficiency and business growth. With real-time analytics and expert guidance, Filters Fast remains ahead of industry changes and carrier fluctuations.



About TransImpact

TransImpact is a leader in technology-driven supply chain optimization. Our industry-leading solutions in parcel contract negotiation, spend intelligence, and logistics cost management empower businesses to drive efficiencies, optimize costs, and improve financial performance. Trusted by companies managing over a billion dollars in logistics spend, TransImpact delivers real-time insights and strategic advantages to help organizations stay ahead in an ever-evolving marketplace.



Unlock Higher Profits with Parcel Margin Analysis

Stop losing profit to hidden shipping costs. With Parcel Margin Analysis, you gain real-time visibility into your parcel expenses, identify cost leaks, and optimize every shipment for maximum efficiency.

Email us Now

sales-info@transimpact.com