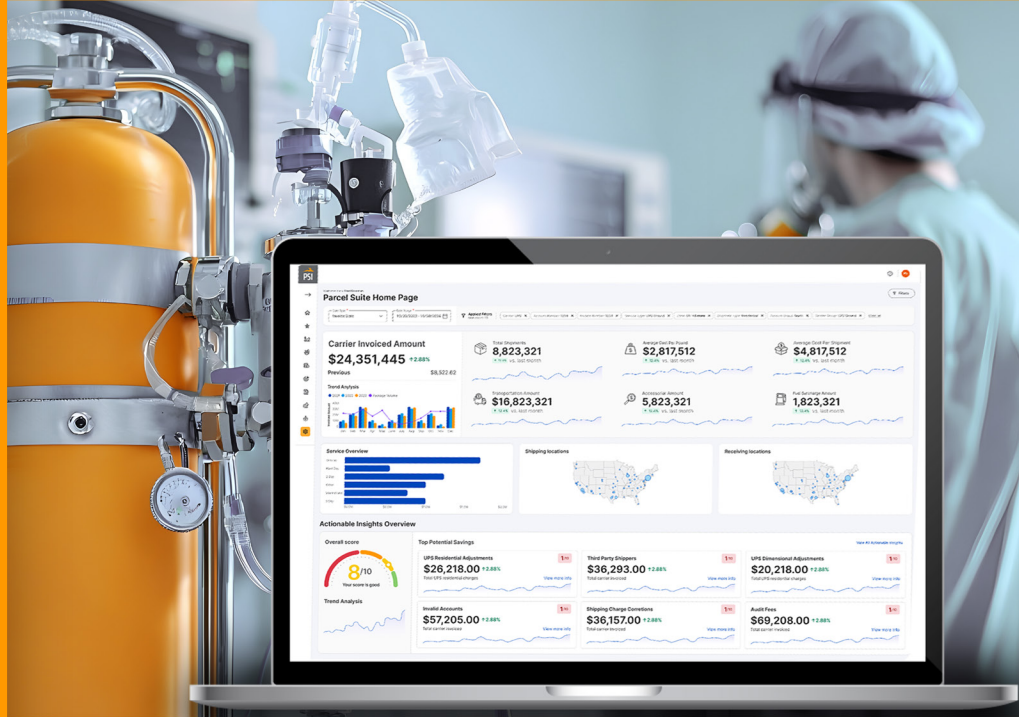




SUMMARY

Faced with fast-rising parcel shipping costs in mid-2024, a leading medical technology company partnered with OMNIA Partners and TransImpact to drive rapid savings and operational efficiency.

With early stakeholder buy-in and TransImpact's proven process and tools, the company delivered immediate results—saving \$131,000 in the first month and projecting \$1.82 million annually.



INDUSTRY:
Medical Technology



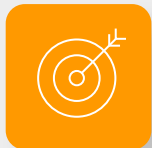
REVENUE:
\$335 million



EMPLOYEES:
798+



PRODUCT USED:
Parcel Contract
Negotiation and Parcel
Spend Intelligence



The Challenge:
Limited Visibility

Medical Technology Company Cuts Parcel Costs by \$1.82 Million with OMNIA Partners and TransImpact

By mid-2024, a global medical technology company known for its portable oxygen concentrators, sold in more than 59 countries, recognized that small parcel shipping had become one of its most significant cost drivers.

With over 1 million devices sold and \$335 million in annual revenue, the company needed to deliver fast savings while building a sustainable, long-term strategy to manage parcel spend and improve carrier terms.

Through OMNIA Partners—the largest and most experienced group purchasing organization (GPO) serving public and private sectors—the company engaged TransImpact to address its escalating parcel shipping costs.



Unlike a typical vendor relationship, this collaboration began with transparency: procurement and logistics leaders brought key stakeholders into the conversation from Day One. This early alignment, supported by OMNIA Partners' streamlined contracting process and trusted supplier network, eliminated internal roadblocks and accelerated decision-making.

One hurdle did arise—an internal employee with a strong relationship with the incumbent UPS representative was initially resistant to change. TransImpact worked closely with the company to manage the situation diplomatically, helping maintain trust while preserving negotiation leverage.

Strategic Negotiation Backed by Real-Time Parcel Intelligence

OMNIA Partners connected the company with TransImpact to address rapidly rising parcel costs through a combination of Parcel Contract Negotiation services and Parcel Spend Intelligence.

TransImpact's expert contract negotiation team led the strategy, providing the business with the support needed to navigate internal dynamics and hold carriers accountable. This process included benchmarking current rates, identifying contractual gaps, and building a targeted negotiation approach to maximize savings and rebate recovery.

Parcel Spend Intelligence delivered real-time insight into their shipping profile—laying the foundation for smarter decision-making and stronger internal alignment.

Together, these tools allowed the company to move from reactive parcel management to a proactive, data-informed strategy—making better decisions faster while increasing internal confidence.

Backed by a proven process, TransImpact was able to show early savings, set a clear timeline of expected results, and validate long-term impact through data-driven reporting.



The Solution: Smarter Parcel Strategy



KEY RESULTS

- \$131,000 saved in the first month post-negotiation
- \$1.82 million projected annual savings
- Strengthened 2025 procurement cost-saving plan
- Ongoing weekly collaboration for tactical and strategic guidance
- Real-time parcel oversight embedded into workflows



The Results: Built to Scale

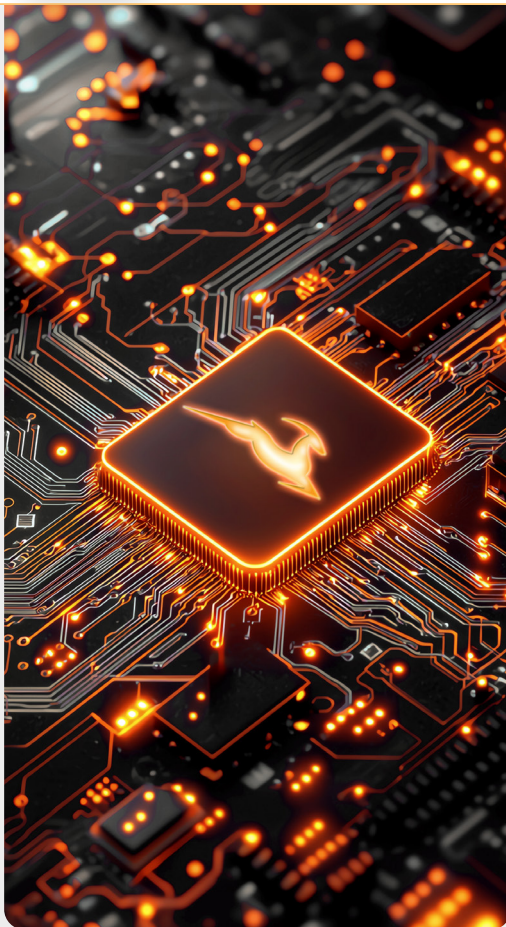
From Quick Wins to Long-Term Value

Thanks to early alignment and a data-first strategy, the medical technology company achieved immediate results—saving more than \$131,000 in the first month alone. Projected annual savings topped \$1.82 million.

These initial financial wins are only part of the story. The company was able to strengthen its 2025 procurement strategy by embedding real-time parcel oversight into its daily workflows. What began as a cost-cutting initiative evolved into a strategic capability—one that continues to deliver value.

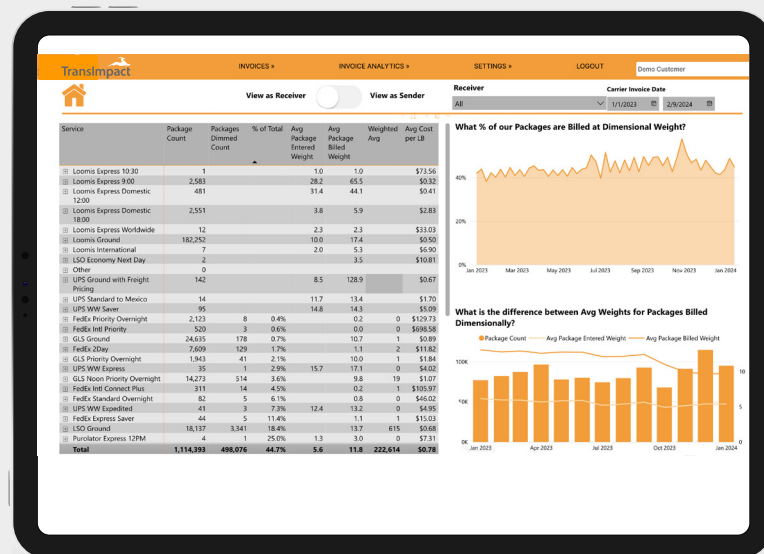
Thanks to OMNIA Partners' introduction, TransImpact became a trusted advisor to the company's logistics and procurement teams, offering weekly tactical and strategic support. Together, these tools helped the medical technology company shift from reactive to insight-driven parcel management—enabling faster, smarter decisions.

Ultimately, the company's early collaboration through OMNIA Partners laid the groundwork for lasting operational efficiency and informed decision-making.



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.



Find Savings Hidden in Your Shipping Costs

See how a free parcel rate analysis from TransImpact can uncover savings, improve contract terms, and help you take control of your shipping strategy.

Email us Now

sales-info@transimpact.com