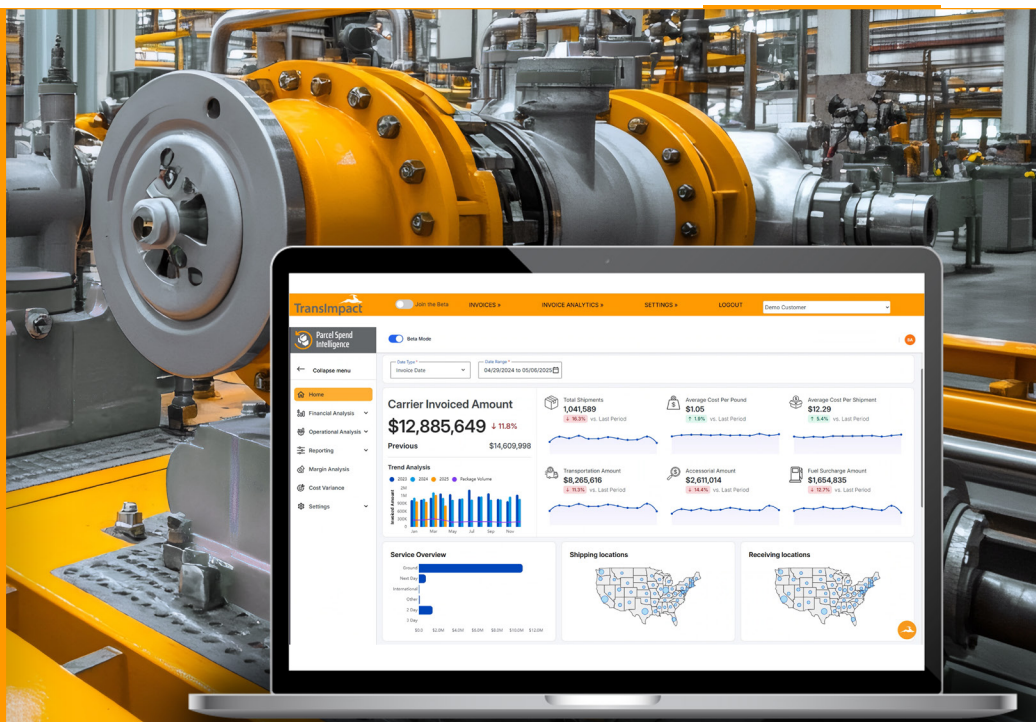




SUMMARY

A B2B shipper with \$29.3 million in annual parcel spend turned to TransImpact to gain deeper visibility into fees, reduce unnecessary costs, and hold carriers accountable. Using Parcel Spend Intelligence, the company uncovered address errors, challenged overmax fees, and used real-time analytics to prevent avoidable charges—resulting in more than \$1 million in savings through audit recoveries, cost avoidance, and operational improvements.



INDUSTRY:
B2B Shipper



REVENUE:
\$1.3 billion



EMPLOYEES:
1,845



HEADQUARTERS:
Port Washington, New York

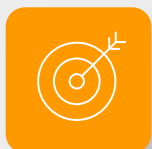


PRODUCTS USED:
Parcel Spend Intelligence

B2B Shipper Saves \$1 Million with Parcel Spend Intelligence

A leading B2B shipper with nearly \$30 million in annual parcel spend faced rising costs and limited visibility into what was driving them. As a national distributor of industrial products serving thousands of commercial and government customers, the company manages a high volume of small parcel shipments daily. With operations spanning multiple warehouses and fulfillment centers, shipping activity includes both direct-to-customer and third-party drop-shipments.

Leadership suspected accessorial fees—like address corrections, overmax, and residential surcharges—were quietly eroding margins, but they lacked the tools to track those fees in detail. Manual reporting made it difficult to spot trends, uncover chargeback patterns, or pinpoint recurring errors. The team also needed a better way to monitor supplier and third-party shipping behavior to ensure accountability and protect profitability.



The Challenge: Lack of Visibility



Transforming Shipping Data into a Strategic Advantage

This high-volume B2B shipper relied heavily on UPS and FedEx but lacked insight into accessorial fees and third-party shipping behavior. Without a detailed view of charges, leadership struggled to control costs, missing out on the “low-hanging fruit” in savings that a robust data visibility tool could deliver.

“ The ‘devil is in the details’ ... and Parcel Spend Intelligence is the perfect tool for shippers to quickly dig into those details. Over the past year, this tool has saved us in excess of \$150,000 in terms of cost reduction and increased freight revenue recovery. ”

- B2B Shipper



The Solution: Data-Driven Insights



Accessorial Fee Breakdown: Click-to-view visibility into high-cost categories like overmax, residential, and peak surcharges.



Address Correction Fixes: ERP updates based on Parcel Spend Intelligence data eliminated recurring address correction fees.



Actionable Analytics: Carrier challenges led to thousands in refunds. Visibility also improved product pricing accuracy.



KEY RESULTS

- \$1 million+ in total cost savings
- \$248,641 in audit fee recoveries
- \$300,000 in surcharges avoided
- 0.2% reduction in Address Correction fees
- Incorrect addresses corrected for long-term savings
- Greater confidence in carrier negotiations



The Results: Bottom-Line Gains

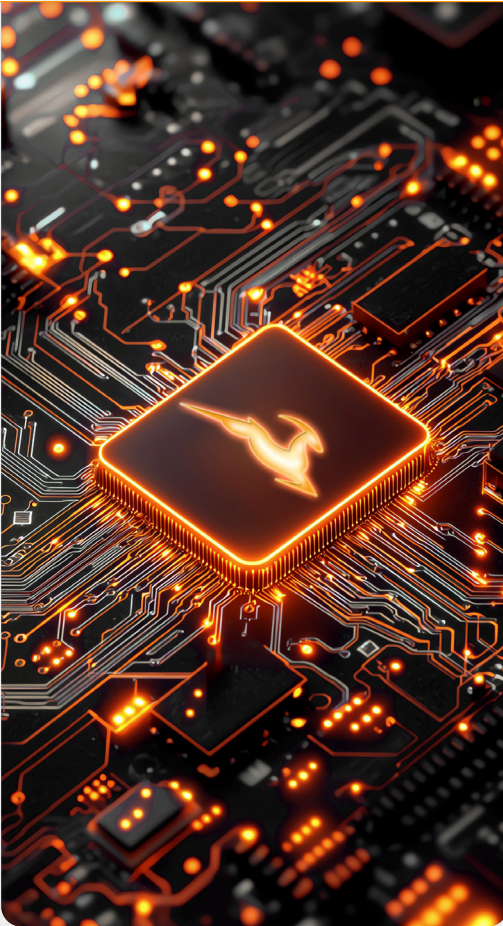
A Smarter Way to Manage Parcel Spend

With TransImpact, this B2B shipper transitioned from reactive cost management to proactive control. Parcel Spend Intelligence delivered the visibility and clarity needed to make smarter decisions, drive accountability, and avoid unnecessary shipping costs before they impacted the bottom line.

In addition to cost savings, the B2B shipper achieved broader business value through improved operational practices. They identified and eliminated high-impact cost leaks, recovered missed refund opportunities, and strengthened internal pricing models to reflect the true cost of shipping.

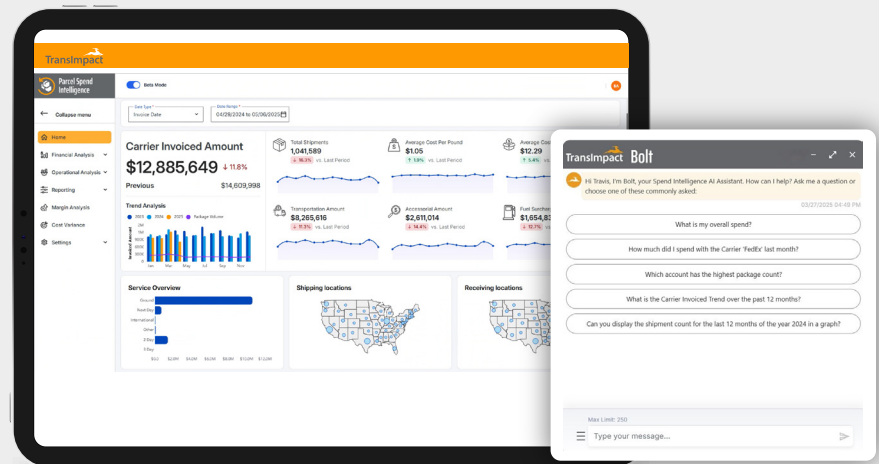
The platform also improved accountability across third-party shippers and vendors, ensuring greater oversight and fewer errors. Most importantly, the company moved from reacting to issues after the fact to managing parcel spend proactively—with the data to support confident, strategic decisions.





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.



Stop Letting Hidden Fees Drain Your Shipping Budget

Parcel Spend Intelligence gives you the real-time visibility and insights you need to reduce costs, spot inefficiencies, and hold carriers accountable.

Discover how smarter parcel spend starts with better data.

Email us Now

sales-info@transimpact.com