



## SUMMARY

A Fortune 100 multinational insurer partnered with TransImpact to mitigate parcel shipping cost increases amid carrier-driven rate pressures. Managing over \$7.7 million in annual parcel spend, the company reduced a projected \$800,000 cost increase by \$100,000, securing more favorable contract terms without disrupting service.



**INDUSTRY:**  
Multinational Insurance and Financial Services



**REVENUE:**  
\$50 billion+



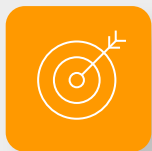
**EMPLOYEES:**  
40,000+



**HEADQUARTERS:**  
Boston, MA



**PRODUCTS USED:**  
Parcel Contract Negotiation



## The Challenge: Mitigating Costs

## Major Insurer Reduces Projected Parcel Increase by \$100,000

A Fortune 100 multinational insurer faced mounting challenges as it approached a critical parcel contract renewal. Declines in shipping volume following the COVID-19 pandemic, combined with aggressive margin improvement initiatives by its primary carrier, created an uneven playing field.

The insurer received a renewal offer projecting an \$800,000 annual cost increase. With limited leverage to explore alternative carriers and a 90% reliance on Domestic Air services, the organization needed a strategic partner to reduce cost exposure without disrupting operations.

Handling over 700,000 shipments annually, the insurer required a solution that would address immediate cost risks and lay the groundwork for stronger long-term negotiation outcomes. TransImpact's Parcel Contract Negotiation expertise helped reduce the projected increase by \$100,000.



## Creating Negotiation Leverage with Data and Strategy

The insurer's reliance on UPS, paired with volume declines and carrier pricing pressures, left them in a vulnerable position during contract renewal discussions. The initial UPS offer reflected rates significantly above market norms.

TransImpact delivered critical support by:



Providing market intelligence to guide realistic negotiation goals.



Crafting a cost-mitigation strategy tailored to the client's constraints.

Although switching carriers or escalating negotiations wasn't viable, TransImpact's strategic approach enabled the insurer to reduce the projected \$800,000 increase by \$100,000. The result: preserved budget flexibility, uninterrupted service with UPS, and stronger positioning for future negotiations.



## The Solution: Expert-Led Savings





## KEY RESULTS

- \$7.7 million+ annual parcel spend managed
- \$100,000 reduction in projected cost increase
- Maintained service continuity with UPS
- Improved positioning for future carrier agreements

## High-Risk Parcel Renewal Transformed into Long-Term Savings

By partnering with TransImpact, the insurer successfully mitigated a significant cost increase during a highly constrained negotiation cycle. Rather than accepting the full \$800,000 hike initially proposed by UPS, they were able to reduce the impact by \$100,000—preserving valuable budget flexibility without disrupting critical shipping operations.

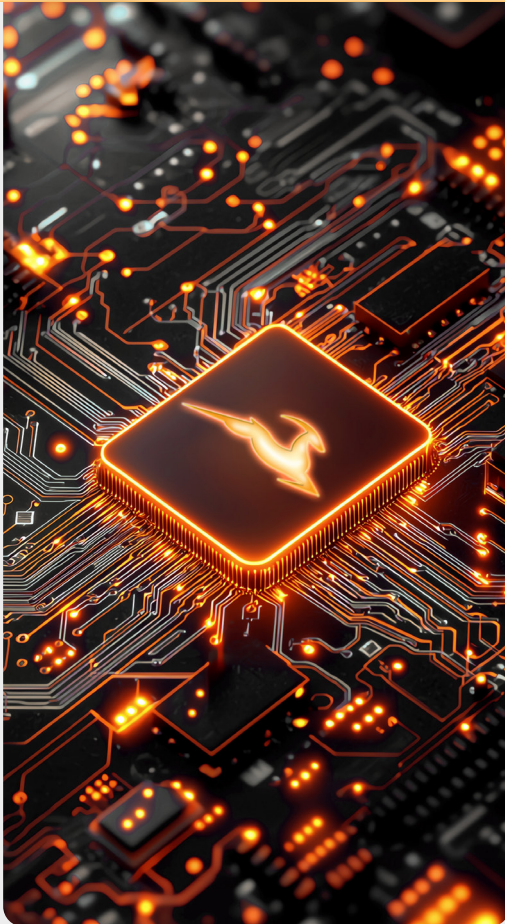
Beyond immediate cost avoidance, the insurer gained strategic advantages for future negotiations. With stronger internal benchmarks, a clearer understanding of carrier pricing dynamics, and a structured approach to contract evaluation, they are now better equipped to manage parcel spend proactively. TransImpact's expert guidance turned a high-risk renewal into a stable, forward-looking agreement that supports long-term operational and financial goals.



## The Results: Maintaining Stability

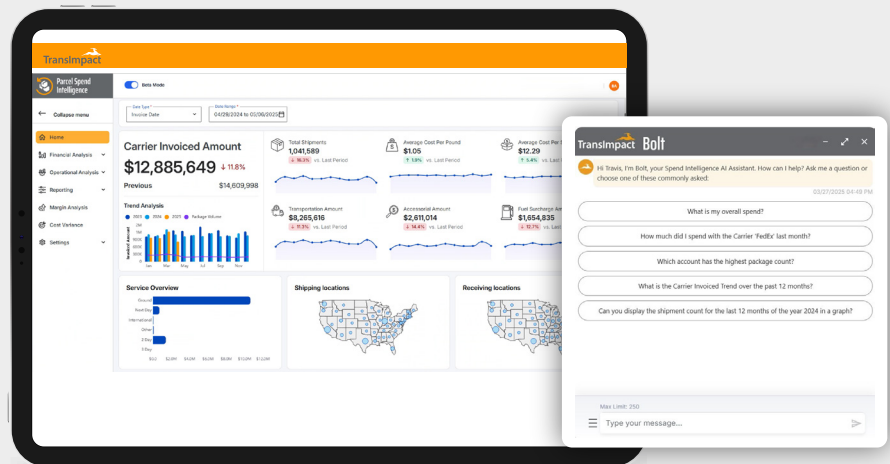






## About TransImpact

TransImpact is a leader in technology-driven supply chain optimization. Our AI-driven 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.



## Ready to Renegotiate with Confidence?

With Parcel Contract Negotiation from TransImpact, you gain the data, strategy, and leverage to secure stronger carrier agreements and long-term savings.

→ Take control of your next contract—and your shipping costs

Email us at

[sales-info@transimpact.com](mailto:sales-info@transimpact.com)