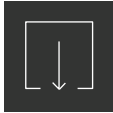






# CASE STUDY | AUTOMOTIVE PARTS



## The Problem

A company in the automotive parts industry needed a better understanding of UPS and FedEx’s current pricing market but didn’t know where to start. Parcel is a top-five operational expense and they knew they weren’t a “smart shipper”, lacking visibility into their issues. They had just renegotiated with their primary carrier, but they later discovered with TransImpact’s help, the savings were far from enough.



## Raving Fan

The automotive parts company was highly satisfied with the significant reduction in operating expenses. They also loved the visibility they gained through Parcel Spend Intelligence’s technology, which helped them improve their management of parcel spending.



## Creating Value

TransImpact approached the company just one month after they completed their negotiations. They agreed to a no-cost, no-obligation analysis and we found at least \$1 million in annual savings. This thrilled the company, who decided to go ahead with renegotiating with TransImpact’s assistance.



## Driving Next

After negotiations, TransImpact secured over \$2 million in savings through Parcel Contract Negotiation, surpassing the \$1 million in our initial search.

Our client then added our Parcel Spend Intelligence with Parcel Margin Analysis to correct shipping behaviors across the organization and improve their parcel margins.



# \$2M+

savings with  
Parcel Contract Negotiation

**We used our expertise to achieve greater cost reduction and improved margins with Parcel Spend Intelligence and Parcel Margin Analysis**

