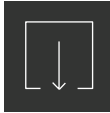
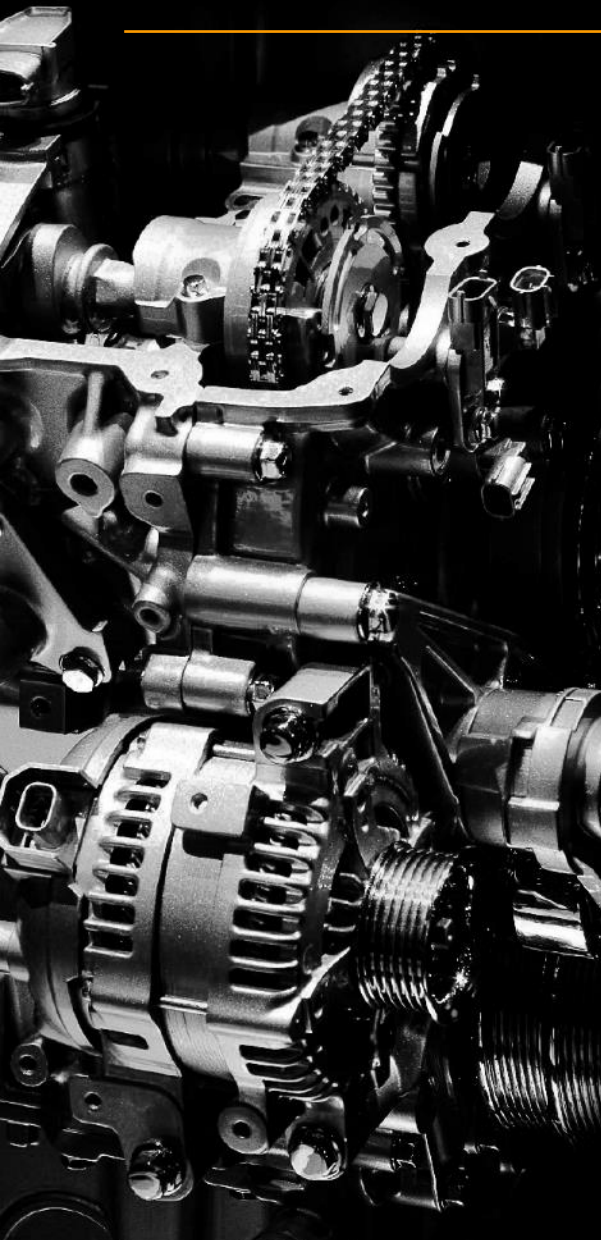




CASE STUDY | AUTOMOTIVE PARTS



The Problem

A company in the automotive parts industry was challenged to reduce their parcel spend by \$20 million while they were working through several acquisitions. Although the company had negotiated their parcel rates the previous year with the help of a consultant, they didn't get the value they desired.



Creating Value

We ran our no-cost, no-obligation cost analysis to uncover any potential savings before encouraging the company to approach their carrier to renegotiate.

Through the cost analysis, we found at least \$9 million in savings available through Parcel Contract Negotiation. Our contact took those figures to executives at the company, who were convinced to renegotiate their carrier agreement.



Driving Next

The company successfully negotiated with their carrier and exceeded their three-year goal of \$20 million in savings. They secured \$9.6 million in annual savings, a 19.98% decrease.

The company was impressed by the savings, and we were able to guide them in areas they could improve to net the quickest and best ROI.

Through the increased visibility of our Parcel Spend Intelligence SaaS product, we found another \$4.5 million in unanticipated savings



Raving Fan

The automotive parts company had never seen projections as direct as the ones TransImpact presented. They valued the proven process and the realized savings TransImpact offered.



\$9.6M

savings with
Parcel Contract Negotiation



19.98%

saved with
Parcel Contract Negotiation



\$4.5M

saved through Parcel
Spend Intelligence

Thanks to our expertise, this company will save \$28.8M over the next three years.

