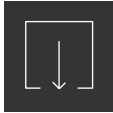






CASE STUDY | DISTRIBUTION



The Problem

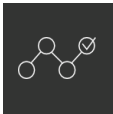
Greater cost reduction and improved margins with Parcel Spend Intelligence and Parcel Margin Analysis.



Creating Value

The company did not want to switch carriers and weren't sure whether they could renegotiate after only one month.

TransImpact ran a baseline and discovered at least 12.17% in savings on the table. With the negotiation coaching TransImpact offered, they were convinced and approached their carrier to renegotiate.



Driving Next

After negotiating with the carrier, the company achieved 18.5% savings. The new rates were updated within a few weeks.

Once the rates were in place, the distribution company realized Parcel Spend Intelligence could net more savings than the e-shipping software they were using.

With better visibility and frequent reporting, the company was able to better automate their shipping processes. This led to cost reduction and additional savings beyond the negotiation table.



Raving Fan

The company was so enthusiastic about the results TransImpact brought they invited us to a conference to introduce us to other companies in the industry they felt could benefit from TransImpact's Parcel Contract Negotiation and Parcel Spend Intelligence expertise.



\$268,896

savings with
Parcel Contract Negotiation



18.5%

saved with
Parcel Contract Negotiation

**TransImpact Improved
visibility through Parcel
Spend Intelligence**

