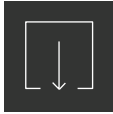




PHARMACEUTICALS, REVERSE
LOGISTICS CASE STUDY | 2024



CASE STUDY | PHARMACEUTICALS, REVERSE LOGISTICS



The Problem

A pharmaceutical and reverse logistics software company hadn't renegotiated their parcel agreements in years. When they had, they were discouraged from renegotiating by the carrier. While they recognized the need to improve their parcel spend, they realized they didn't have the expertise to successfully negotiate on their own.

The software also found \$220,000 in late fee charges, totaling nearly \$500,000 in savings through immediate actionable insights.



Raving Fan

The company was wowed by TransImpact's ability to find savings, which inspired the company to look for more ways to save.



Creating Value

Although the company was initially hesitant about using a third party to help negotiate their carrier agreement, especially with the carrier's initial tough response, TransImpact provided the company with the tactics they needed to drastically reduce their parcel costs.

Using our industry expertise, we helped the company understand the pricing structures of each carrier and improve their negotiation strategies.



\$470,000

Savings with
Parcel Contract Negotiation



28%

saved with FedEx



Driving Next

The negotiation with FedEx saved our client 28% compared to their previous carrier agreement. After getting their rates in place, we moved to implementing Parcel Spend Intelligence and identified over \$250,000 in invalid account/chargebacks.

