

Freight Forwarding: Timing is Everything



Decades of industry experience can mean the difference between good results and great results. Our transportation experts used leading sourcing practices and strategic timing to lock in great savings results.

23% Savings

THE CHALLENGE

- Continuous cost and service improvements on all major categories of spend
- Simplify the freight forwarding process and reduce the number of approved carriers
- Capitalize on the soft freight forwarding market and lock in long-term favorable rates

THE APPROACH

- Perform ongoing category review to recognize productivity and savings opportunities
- Develop a sourcing strategy to fast-track bidding activities well ahead of contract expiration
- Utilize online reverse action to drive competition on a world wide lane-by-lane basis
- Analyze bid responses against customer requirements to identify short list candidates
- Perform face-to-face negotiations with short list to maximize value and finalize selection

THE RESULT

- Reduced freight forwarding supplier base by 43%
- Achieved a 23% rate reduction on existing contracted rates
- 3X better than expected rate reduction of 6%
- \$3 million in actual savings

