

# Case Study: High Tech Company Leverages Parcel Spend Management Solution

## The Company

- Annual Spend: \$400 million +
- Annual Volume: 30 million packages
- Carrier Mix: UPS=36% FDC= 48% DHL=10% Other= 6%
- Project Timeline: 5.5 months from kickoff to carrier selection
- Network Complexity: Global, rate shopping, multi-layered package characteristics
- Internal Complexity: 37 individual business segments
- Constraints: Balance of trade issues, limited capacity for change

## The Solution

GMT identified the following opportunities to implement:

- Established realistic savings targets by region
- Cleaned up contracts and rates on global basis and established current baseline
- Identified hidden inflationary rate increases by country
- Reworked all business requirements and achieved stakeholder buy-in globally
- Performed package level rating to accurately analyze carrier proposals
- Developed the negotiation roadmap and helped customer execute it flawlessly
- Designed carrier rate cards that would optimize savings across all business units

## The Results

- 11% + savings
- Required transitioning less than 4% of total business
- GMT hired to support additional RFP processes in other logistics areas



For more information on GMT's Parcel Spend Management solution call 877.397.2834 or email [contact@gmcp.com](mailto:contact@gmcp.com).

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