

Case Study: Pharmaceutical Company Finds Big Savings

The Company

- Annual Spend: \$20 million +
- Annual Volume: 2 million packages
- Carrier Mix: UPS=80% FDC= 20%
- Project Timeline: 4.5 months from kickoff to carrier selection
- Network Complexity: Multiple carrier and vendor origin locations, custom 2 day ground network for high value and time critical shipments, primarily office and residential destination points.
- Contracts: Multiple carrier contracts primarily utilized on mode or origin location preference, extensions spanning over 10 years.

The Solution

GMT identified the following opportunities to implement:

- identified discount structure no longer fit the client's network or package profile
- pinpointed the inefficiency and costliness in the utilization of multiple carrier contracts
- developed comprehensive RFP document and carrier response criteria to ensure non-incumbent could operate custom network and meet service requirements
- carriers aligned themselves with GMT to validate their savings results prior to final presentation to client.

The Results

- 20% + savings
- Client transitioned all business to non-incumbent carrier
- GMT indentified that client was being overcharged against new contract by \$100,000



For more information on GMT's Parcel Spend Management solution call 877.397.2834 or email contact@gmcp.com.
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