



U S E C A S E S

# SOURCING FULL TRUCK LOAD AND INTERMODAL



***A major U.S. based technology company under extreme time pressure completes a Full Truck Load and Intermodal RFP in three weeks – and saves \$500,000.***

## **Situation**

Following the acquisition of a large, European-based manufacturing business, a U.S. based company, whose core business is software product development, needed to put in place Full Truck Load and Intermodal shipping contracts that were set to expire.

The only information available following the acquisition were spreadsheets containing lists of carriers, load, limited lane information, and the spend – \$5.5 million.

## **Challenges**

- Limited data and a short time frame to complete the project.
- Limited resources available with relevant expertise.

## **Wins**

- Trade Extensions established the project baseline by combining historical information with additional financial data.
- Although the original proposed solution was to solicit pricing per load, the project team convinced the company that collecting min/max pricing per lane and min/max pricing per mile was a better option, and that the project would be completed within the same time frame.
- Trade Extensions launched a customer branded RFP in 72 hours.

*The Full Truck Load and Intermodal RFP was completed in three weeks and saved \$500,000*

## Results

- Including the RFP creation and launch, two rounds of bidding, scenario-based analysis and notification to the winning carriers, the project was successfully executed in less than three weeks.
- Scenario analysis revealed that the company could rationalize its carrier base from 12 to seven. Given the lack of capacity issues, the company understood that dealing with fewer carriers was an operationally superior solution.
- Despite the compressed time frame, the company reduced costs by \$500,000 – a saving of almost 10%.

The detailed reporting provided by **TESS**,™ meant the software company was able to establish organizational accountability for the spend.



USE CASES

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*Despite the compressed timeframe, the project delivered a \$500,000 saving*