

CASE STUDY:

PARCEL –

SAFETY ACCESSORIES & INDUSTRIAL CLEANING EQUIPMENT MANUFACTURER

Introduction:

CLIENT is a multi-location multi-parcel carrier organization. CLIENT came to MCG for assistance in the negotiation of their parcel contracts in an effort to improve pricing and assist with routing efficiencies.

Problem:

CLIENT had multiple locations in which each location had the ability to utilize either UPS or FedEx. Both carriers had corporate agreements. Utilization of either carrier was not necessarily decided upon based on cost efficiency.

Solution:

MCG negotiated improved corporate agreements with both FedEx and UPS based upon CLIENT's request. UPS was selected as a primary carrier and FedEx as a secondary carrier. We then assisted CLIENT with issuing a corporate routing request which instructed locations to follow proper routing based upon carrier pricing and service selection.

Results:

Overall parcel savings in excess of \$1M annually combined. Each location has been able to effectively manage the routing of their shipments based upon the guides provided.

How MCG can help in your situation:

MCG has a proven track record in significantly reducing parcel shipping expenses. Our expertise goes beyond carrier agreement analysis.