

CLIENT SUCCESS STORY

MANAGING TRANSPORTATION SPEND

A LEADING U.S. PIPE AND VALVE DISTRIBUTOR REDUCES COSTS AND INCREASES EFFICIENCY IN THE MANAGEMENT OF TRANSPORTATION PROCESSES

Client Snapshot

The Client is a leading U.S. supplier and fabricator of pipe, valves, fittings and other commercial supplies. As a family-run business, the Client brings three generations of expertise and experience to their customers, and serves a wide array of fire protection, mechanical and industrial contractors. A small sampling of good manufactured by the Client include pipe, valves, fittings, sprinkler heads and devices, FDC equipment, air compressors, gauges, compressors, and other industrial tools and equipment.

The Challenge

In addition to their headquarters and manufacturing facility, the Client operates nine separate branch locations that were previously operating autonomously from one another. This resulted in inconsistencies across the board in optimizing and routing freight. The accounting process was also experiencing inaccuracies and delays due to invoices first being audited at the branch level, then being mailed to corporate headquarters for payment. Overall, the absence of one singular system across all locations was causing many inefficiencies and added costs.

The Solution

The eShipping analytics team conducted an assessment of all branch locations, studying transportation data, including an NMFC class review, volume and carrier breakdowns, and billing errors. eShipping then implemented eShipManager Transportation Management System (TMS) to allow for streamlining the processing, tracking, billing and settlement process for all inbound and outbound freight. Along with providing GL-coded, fully audited and

consolidated invoices, the TMS allows for consistent optimization between all nine branches and better management of key carrier contracts already in place. As an eShipping partner, the Client also benefits from leveraging their freight volume with core eShipping partner carriers and better negotiation of all programs in place.

The Results

On average, the Client has seen a 10.8% reduction in costs over a three-year period. With the elimination of fragmented transportation processes across locations, the Client has seen significant benefits from implementing one, unified operating system, while significantly reducing overhead expenses and better managing their transportation spend.

“I have seen a significant difference in our monthly P&L statement since utilizing this system. It is much easier to process the data when it has been stored in one centralized place, rather than having to spend my time chasing down freight bills.”

- VP, Finance -