



How a leading manufacturer achieved \$1.9 million in savings on freight spend with PA

MEMBER PROFILE

A \$400MM+ manufacturer of premium pressure-sensitive labels, shrink sleeves and flexible packaging. Based in North America, the company served a variety of industries, including food and beverage, personal care, and household products.

CHALLENGE

The company needed a best-in-class Logistic Service Provider (LSP) to efficiently manage the end-to-end transportation process while driving continuous improvement initiatives to optimize its supply chain. Certain requirements had to be met, such as:

- a partner with a robust TMS and deep technical and service capabilities to support 100% of the member’s present and future needs
- truck temperatures must be maintained below 77°F and 60% humidity for all shrink wrapped products

SOLUTION

The company engaged with Procure Analytics' Freight program team to conduct a competitive sourcing event for the LSP partner, which included five RFP participants and an analysis of \$6.3 million in spend across three modes (LTL, Truckload, and Reefer TL).

Leveraging a scorecard methodology and ranking suppliers by confidence of their service capabilities based on their RFP responses, PA identified the top two providers who met nearly 100% of the requirements.

The member awarded the contract to the PA-recommended LSP Partner best suited to meet their needs and objectives which resulted in 33% annual savings—\$1,940,852—on their freight spend.

Service Categories	Provider 1	Provider 2	Provider 3	Provider 4	Provider 5	Average
Pricing	4	3	5	1	2	3
Continuous Improvement	5	5	3	2	1	3
Robust TMS	5	5	4	3	1	4
On-Demand Tracking	5	5	5	3	3	4
BOL/POD Visibility	5	5	5	5	5	5
North America Capacity	5	4	5	5	2	4
Customs Management & Import/Export Capabilities	5	5	2	5	1	4
ERP Integration	5	5	5	5	5	5
EDI/API Capabilities	5	5	5	5	5	5
3PL Warehousing	5	5	2	1	5	4
Implementation Strategy	5	5	5	5	5	5
Parcel Solution	5	5	1	3	1	3
Dedicated Support Team	5	5	5	5	5	5
Reporting Capabilities	5	5	5	5	3	5
Sustainability Reporting	5	5	1	1	3	3
Total	74	72	58	54	47	

PA's supplier scorecard used to evaluate the RFP responses.

BENEFITS OF PA'S FREIGHT PROGRAM

- Partnership approach
- Best-in-class service
- Highly competitive pricing
- Free time and resources
- Improved budgeting process
- Quarterly QBRs and ongoing market analytics
- Ability to price your business based on consistent freight rates
- PA account manager to support with new lanes or changing business needs

See what PA's Freight Program can do for you.

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