

CREDENTIALS

Global Industrial Supplier

Business Situation

Client is a \$6.4 billion business-to-business supplier of industrial products. With more than 600 branches, 430 in the United States alone, they provide customers with access to over 870,000 industrial supplies.

Client knew there was potential to save money, but did not have the time nor the resources to analyze their data effectively. BirdDog Solutions' analytical tools and audit capabilities were major selling points in client's decision to outsource their logistics functions.

BirdDog Role

BirdDog undertook the following tasks on behalf of client:

- Gathered 13 weeks of invoices to analyze data and determine client's shipping characteristics
- Prepared carrier proposal and analyzed qualified carrier bids on client's behalf
- Negotiated contract for both headquarter location and subsidiary
- Audited invoice line items for incorrect accessorial charges and manifest-not-shipped packages
- Audited all invoices to ensure compliance with new negotiated contract
- Key performance indicators (KPIs) captured in online information portal, BirdDog OnDemand™

Key Role Benefits

Client received following benefits through BirdDog Solutions partnership:

- Received optimal contract with competitive carrier rates
- Online reporting capabilities increased visibility into shipping operations and management of inventory
- Provided ability to make internal changes to improve customer delivery options
- Identified all potential savings opportunities
- Annual transportation savings of over 13% on \$125 million parcel volume