

Business Situation 

Client is a provider of fiber optic and wireless delivery solutions to cable, satellite, internet, broadcast, and mobile service providers worldwide. With a recent acquisition and over twenty years of industry experience, client is continuing to grow substantially.

Client did not have the resources to benchmark the competitiveness of their shipping rates and discounts with those of similar companies. As a result, they brought BirdDog Solutions onboard as a means to effectively manage their current carrier agreement.

BirdDog Role 

BirdDog undertook the following tasks on behalf of client:

- Analyzed 13 weeks of shipping information to identify savings opportunities
- Identified potential savings with existing carrier
- Prepared and issued Request for Proposal (RFP)
- Negotiated final carrier contract

Key Role Benefits 

Client received following benefits through BirdDog Solutions partnership:

- Achieved optimal contract with discounted savings
- Solution allowed client to maximize savings with their existing carrier, preventing them from the hassle of switching carriers
- Delivered 4% savings with their existing parcel carrier