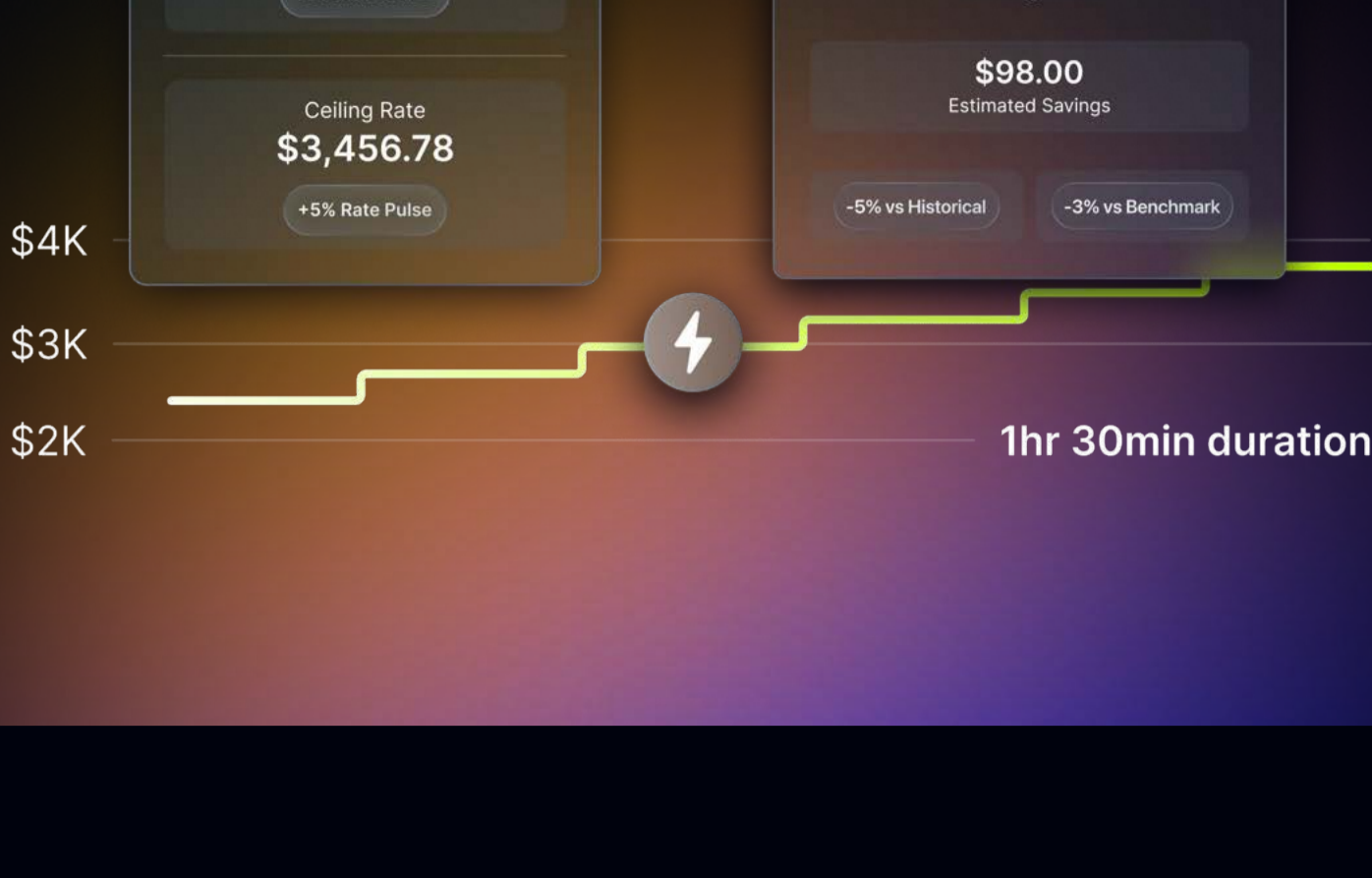


Dollar Tree Achieves Multi-Million Dollar Savings with Emerge's ProcureOS

Dollar Tree enhances efficiency and cost control with Emerge's advanced freight solutions.



Dollar Tree is forecasting close to \$6 million in YoY savings by the end of 2024, thanks to Emerge.

By using ProcureOS, Dollar Tree was able to use automation & data insights to ensure they never overpaid on a lane — even as market conditions changed. Read on to learn about the challenges they faced and how Emerge saved them millions.



The Challenge

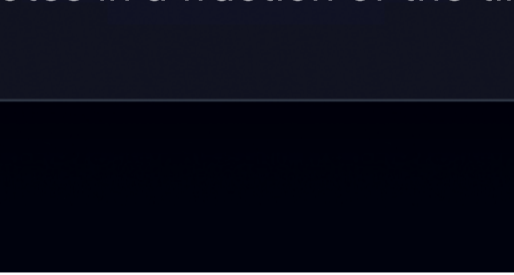
Dollar Tree has long relied on a network of reliable carriers and brokers to keep their stores stocked. As they've expanded, managing this growing network has become more complex. While their high-volume contract freight lanes run smoothly, Dollar Tree needed to improve how they handled their irregular & ad hoc shipments.

However, this approach had its downsides. When market conditions changed, either the carriers or Dollar Tree ended up losing. Additionally, relying on a small pool of partners with backup rates meant they couldn't fully tap into their broader network.

Traditionally, Dollar Tree used a system of backup rates to assign carriers to their low-volume and inconsistent lanes.

As Dollar Tree's network grew, so too did these challenges. They needed a solution to streamline operations, control costs, and level the playing field.

The Solution



ProcureOS has features like AI powered dynamic pricing and automations that allow you to request quotes in a fraction of the time.

ProcureOS

Everything that gets awarded in Emerge, Dollar Tree is saving money on.

With ProcureOS, Dollar Tree was able to better leverage their existing carrier network and new technology to drive costs down. What used to take analysts hours of work could now be automated, achieving even greater efficiency than ever before. Requesting quotes from carriers can be time-consuming, but Emerge streamlines the process by allowing users to request quotes from their entire carrier network with a single click. This eliminates the need for numerous individual emails, increases competition, and helps secure the best rates.

The biggest game changer was the ability to set flexible rate limits that increase over time. This feature allowed them to use real-time market data within ProcureOS to identify savings opportunities on various lanes and establish a floor-to-ceiling rate, effectively controlling costs. Sam Scafe, who manages Inbound Transportation Data Analytics & Systems at Dollar Tree, used controlled automations to create rules guaranteeing savings on every load booked through Emerge.

Leveling the Playing Field and Increasing Competition

With the ability to invite a larger group of trusted carriers to participate in new spot opportunities, rate competitiveness instantly improved. Reliable vendors with available trucks could now actively engage on a daily basis – without the need to negotiate a long-term rate contract.

Dollar Tree aims to maximize participation from their carrier network to foster fair competition. The integration has provided both over-the-road and intermodal carriers with a level playing field. Emerge has proven to be a clear choice.



- Sam Scafe
Manager of Inbound Transportation Data Analytics & Systems at Dollar Tree

Carriers of all sizes and strengths now have an enhanced opportunity to grow their partnership with Dollar Tree.

Implementation

The road to implementation was smooth sailing. Emerge's team of procurement experts worked hand-in-hand with Dollar Tree to get the system up and running. Dollar Tree quickly saw that they weren't just another client—they were a priority. The Emerge team's responsiveness and willingness to work within Dollar Tree's customization requests made the setup process seamless. This wasn't just about installing new software; it was about creating a partnership.

Implementing new technology and automation can sometimes raise concerns, but Emerge provides a centralized audit trail that ensures full transparency throughout every step of the process, offering complete insight from start to finish.

The integration allowed Dollar Tree to eliminate the processing load from thousands of daily API calls. Additionally, Emerge has been crucial in preventing latency issues and improving the performance of their TMS.

Results & Future Plans

- **Cost Savings:** Within 6 months, Dollar Tree saved \$3.2 million in freight spend, demonstrating the impact of implementing ProcureOS. Emerge has become integral to their savings strategy, with forecasts indicating nearly \$6 million in YoY savings by the end of 2024.
- **Market Rate Alignment:** Dollar Tree's strategy also included developing a fair, yet competitive playing field for their trusted carriers. Dollar Tree finished off their first 6 months of using ProcureOS by spending 1.9% below market on average.
- **Network Diversification:** Dollar Tree, preferring to work with asset-based carriers, expanded their network by introducing more of these carriers from both their existing partners and the Emerge carrier network to a larger share of freight opportunities.

Building on their success, Dollar Tree is **eyeing even bigger changes**. With the strong results achieved through **Emerge**, they are exploring the possibility of **removing low-volume lanes from their contract procurement** events and using **DBIN** to manage more of their freight.

Leverage the same ProcureOS features that saved Dollar Tree millions.