

## CASE STUDY

Professional Services: Strategic Sourcing ⓘ

# Law Firm Saves **\$3M+** Per Year by Optimizing Parcel Carrier Sourcing Strategy

## The Challenge

- A law firm was spending \$7.1M/year on shipping with FedEx.
- Their non-expiring agreement had not been addressed for 7 years.
- The firm engaged with IA to optimize their carrier agreement with the hope of hard-dollar savings.



## The Solution

- IA determined that a formal RFP provided the greatest opportunity to drive savings.
- IA developed a baseline analysis, negotiation strategy, carrier datasets, an RFP document, and a carrier communication plan before facilitating the RFP release.
- IA managed multiple rounds of negotiations, landing on a new proposal with FedEx that provided the best overall value proposition.

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## The Impact

- IA helped the law firm reduce costs by 42.3% (\$3M+ / year).
- The new contract covered all bases with recovery of late-delivery guarantee (Money Back Guarantee) rights, new rate caps, extended payment terms, and carrier escalation contacts.