

CASE STUDY

▶ Professional Services: Strategic Sourcing ⓘ

Apparel Retailer Secures 11%+ Parcel Savings in Under 90 Days

The Challenge

- Existing primary agreement set to expire just over 90 days from engagement.
- Compressed timeline overlapped the holiday season, limiting availability and response.
- The project's objective was to secure agreements with both major nationals while maximizing savings.
- To further complicate matters, new GRIs were introduced mid-project.



The Solution

- RFP launched within three weeks of kickoff to meet aggressive timeline.
- Primary carrier selected and agreement finalized in time for January legal review.
- Favorable terms secured, including flexible volume and surcharge protections.
- Secondary carrier offer pursued through March to unlock additional savings without high-volume commitments.

11%
in total savings for
primary agreement

10%
in added savings
with secondary
carrier agreement

The Impact

- Primary agreement secured with savings that included rate caps on surcharges, reduced rebate thresholds, lower minimum commitments, and protection from future non-elective surcharges.
- Secondary carrier deal unlocked additional 10% savings opportunity on up to 1/3 of shipments, without rigid volume commitments.
- All agreements signed well before deadline to avoid service disruption.