INTELLIGENT AUDIT

CASE STUDY ▶ Professional Services: Strategic Sourcing

Healthcare Company Saves 18%+ on Shipping While Retaining Preferred Carrier

The Challenge

- Company had a strong preference to retain existing carrier relationship but needed to validate cost-effectiveness against a second carrier.
- Over 80% of volume was tied to a service that a carrier suddenly discontinued without notice, leading to a lack of competitiveness early on in the process.
- Planned shift from a Virginia-based DC to a Texas 3PL introduced future-state complexity.
- Cost comparisons had to be updated mid-project due to 2025 rate changes.

The Solution

- Historical data loaded manually to begin project, as shipper was not already on platform.
- RFP launched five weeks after kickoff with future-state changes factored in and clear cost targets in play.
- Both carriers delivered more competitive proposals, but ultimately one was the winner.

18%+

in total savings

The Impact

The incumbent carrier's agreement offered 18%+ in projected savings, making them the primary provider with improved pricing across high-volume services.