

**AME**

SCALING WITHOUT BUILDING THE BURDEN

THE CLIENT

A fast-growing company experiencing rapid demand expansion, with increasing transportation complexity but limited internal infrastructure to support it.

BEFORE TAKING COMMAND

As the company scaled, freight volume and operational complexity grew in parallel. Managing transportation internally became more challenging, but building a dedicated logistics department would have required significant time, cost, and leadership focus.

The organization faced a tradeoff: invest heavily in internal infrastructure or risk operational inefficiencies as growth continued.

CLIENT PROFILE

INDUSTRY

**High-Growth / Multi-Vertical
(Confidential Client)**

REVENUE

Rapid growth phase

NETWORK

**Expanding distribution
footprint**

SCOPE

**Fully Outsourced Managed
Transportation**

THE SCOPE

HTL Command assumed responsibility for transportation execution, initially supporting shipment routing and coordination.

Over time, the engagement expanded into a fully integrated managed transportation model, including systems, technology, freight audit and payment, and supplemental warehouse support. HTL scaled its services alongside the client's growth, adding capabilities incrementally as demand increased.

AFTER TAKING COMMAND

A fully managed transportation model scaled with the business, supporting growth without adding internal overhead or complexity.



SAVINGS

18% reduction in total transportation spend



SAVINGS

\$250,000+ in first-year savings



OPTIMIZED

Shift from reactive shipping decisions to data-driven execution

WHAT CHANGED

Transportation evolved from a growing operational burden into a scalable, managed function. The client no longer needed to build internal infrastructure to support logistics execution. HTL absorbed the complexity of day-to-day operations, allowing internal teams to stay focused on core business growth.

The organization gained enterprise-level logistics capability without the overhead, maintaining speed and flexibility while scaling

KEY RESULTS

By shifting from assumption based expediting to data driven routing decisions, the company reduced total transportation spend by 18%, generating over \$250,000 in first year savings. Intelligent modeling unlocked lower cost ground alternatives that consistently met customer service expectations, significantly reducing reliance on second day and economy air.

Transportation execution shifted from reactive decisions to disciplined, data driven control, balancing speed and cost with clear accountability

Same service levels. Smarter network. Significantly lower cost.

WHY THIS MATTERS

Growth has a way of exposing everything behind it. They could have built a team, added layers, slowed themselves down trying to keep up. Instead, they didn't.

Transportation scaled quietly in the background keeping pace without becoming the next problem to solve.