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## CASE STUDY

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# REDWOOD DELIVERS 36% SAVINGS ON PARCEL SHIPPING FOR AN INDUSTRIAL MANUFACTURER

### BACKGROUND

Redwood partnered with a leading global supplier of automated diagnostic, testing and production solutions serving life science and specialty industrial end markets. With 19 separate businesses serving a wide range of customers around the world, the company has a global footprint of 45 locations — and high parcel shipping volumes across this footprint.

### THE CHALLENGE

This Redwood customer was using major carriers, including UPS and FedEx, to manage its global parcel shipping needs across 19 companies. But there was no centralization, visibility or control of all parcel shipping activities around the world and across the organization. Instead, the customer had a total of 54 separate accounts with major carriers. The parent company approached Redwood with the task of optimizing its parcel shipping activities and reducing its overall costs.

### THE SOLUTION

Backed by its experience delivering results for over 500 customers, Redwood's Parcel Mediation team stepped up to the challenge. Redwood experts aligned all of the company's separate accounts under one parent agreement with each major carrier. Based on



#### MARKET

- Industrial Manufacturing

#### KEY TOOLS & SOLUTION

- Parcel Mediation

#### ADDITIONAL BENEFITS

- 42.5% savings on accessorial spend
- 36% overall savings on parcel shipping
- Greater visibility and control of shipping across 19 companies

“Our corporation has steadily grown through mergers and acquisitions, leading to a situation where 19 separate companies were managing and procuring parcel shipping services through major carriers. Redwood helped us to centralize those activities and leverage our global buying power to achieve significant savings. Thanks to Redwood, we reduced our overall parcel spend by over one-third.”

that new buying power, Redwood helped to negotiate better rates and create custom-tailored pricing for the company. It required a massive effort to align all the company's accounts and worldwide locations under a single umbrella for parcel shipping.

## THE RESULTS

With one main account that drives buying power, this industrial manufacturer has saved 42.5% on its accessorial spend, and 36% on its overall parcel shipping spend, thanks to Redwood Parcel Mediation. The company now has access to the Redwood Parcel dashboard, which enables real-time visibility into its global parcel shipping activities and trends. This should drive even greater efficiencies and cost reductions as the company continuously monitors regional and business-level shipping activities that were once invisible at the corporate level.

