



Focus: Shipper

Find out more: contact SmartFreightWare at: (877) 557-2345 or sales@smartfreightware.com

Client

The Client manufactures lighting fixtures and home accessories and sells its products to hundreds of retailers across the United States and Canada. For most of its history, the Client relied on manual methods to direct and coordinate the twenty-five plus orders it ships every day.

Challenge

Transportation costs had become an increasing contributor to the Client's overall total cost of goods sold. To make matters worse, the Client was data deficient and had no way to gain insight into its transportation spend.

With dwindling profit margins and increasing competition the Client needed a solution that not only reduced their transportation costs, but also streamlined their quoting, booking, tracking and reporting processes and exposed inefficient spending with data reporting and freight bill auditing.

Solution

SmartFreightWare's team of technology experts and logistics consultants analyzed the Client's freight bills and conducted a cross-carrier comparison to understand the Client's freight costs and expose potential savings opportunities. Working closely with the Client, SFW then managed a RFP process to establish a list of preferred carriers.

Once the carrier selection process was complete, the Client's newly contracted rates were loaded into SFW's rate engine.

To create a seamless fulfillment process between systems, SFW integrated into the client's Warehouse Management Software (WMS). Outstanding order information is pushed from the Client's WMS into SFW's rate engine to identify the optimal carrier for each move based on cost, mode and transit time.

BOLs are then electronically transmitted via EDI 211 to the awarded carrier and tracking status is electronically updated via EDI 214 and made visible via SFW's customer portal.

Electronic invoices sent to SFW via EDI 210 are matched with respective shipments and audited against the original estimated cost.

Approved invoice data is transmitted to the company's accounting system to process final payment to carriers. Invoices outside of the respective tolerance, or that do not match up with a shipment, are presented to the Client for further investigation.

Because the Client's shipping data is now collected by SFW, the Client is able to generate reports in real-time and export that data on-demand to Excel for further analysis.

Results

The Client has realized hard annual net savings of over 15% along with benefiting from increased efficiency and transparency within the transportation department.

Client

- Industry: Wholesale Electrical Equipment
- Headquarters: Hauppauge, NY
- Number of Locations: 2
- Annual Sales: \$34,800,000

Challenge

- Increasing Transportation Costs
- Manual and Fragmented Shipping Process
- No Way to Collect and Analyze Shipping Data

Solution

- SFW Logistics Consulting
- SFW SaaS
- System Integration
- EDI Setup

Results

- Hard Annual Net Savings of 15%
- Improved Process Efficiencies
- Real-time Visibility into Department

