



Sourcing International Cargo

Case Study

CHALLENGE

- ⇒ Complex transportation.
- ⇒ Challenging delivery locations.
- ⇒ Non-traditional lanes.
- ⇒ Need to reduce costs and improve service.
- ⇒ Disparate data.

SOLUTION

- ⇒ Target select forwarders that specialized in regions.
- ⇒ Target select forwarders that specialize in equipment.
- ⇒ Cost compression without spend leverage.

RESULTS

- ⇒ Millions in savings
- ⇒ Better alignment of carriers
- ⇒ Improved service
- ⇒ Best in Class data reporting

For more
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Global air and ocean RFP generating millions in savings with best fit freight forwarders.

The Client

This multi-billion-dollar publicly traded company manufactures and distributes security scanners of all sizes. Ones that can accommodate truck trailers, packages, people, and ones that are not stationary. This company's supply chain is vertically integrated and spans the world and across multiple complementary business units. They pay both inbound and outbound freight and are multi-national.

The Challenge

Their transportation is complex. Components are sourced from southeast Asia, Europe and the United States via all modes and methods of transportation. Likewise, distribution of their goods is complex as most countries are serviced as consignees. Whether it is a flat rack from Malaysia, or a low-boy to Turkmenistan, or twenty 40' containers to Egypt that will sit for 6 months, this company needed competent transportation companies and forwarders to deliver on-time, provide visibility of movements and at best-in-class rates.

The Solution

This was not a straightforward RFP. The data was not centralized, and the reporting was in local country, often missing the line-item detail necessary to truly understand the complexities of each environment. We traveled to many countries to conduct interviews, do data discovery, and walk the warehouses to fully understand the depth of what was required. With the specialized equipment demanded for transporting these goods, an extensive effort was undertaken to identify qualified carriers and forwarders, spending hours vetting capabilities and true expertise in this specific industry. In fact, unless it was a common lane with traditional transportation, we stayed away from the largest freight forwarders who often miss critical details. Rather we pinpointed niche and regional solutions that know the geographies, customs, and nuances of pickup and delivery.

The outcome generated high seven figure savings, improved service and reporting visibility, and the implementation of best-in-class track and trace solutions to provide greater governance over the transfer of goods between countries and Sarbanes-Oxley compliance in the United States.