

enVista's Carrier  
Sourcing Team  
Helps Repeat  
Client Secure Nearly  
10% Cost Savings  
While Reducing  
Transit Times



## THE COMPANY

The company is a global dental supply and manufacturing company with multiple industry-leading products. The manufacturer has vertically integrated disciplines of chemistry, engineering, automation, robotics, marketing and more and has experienced 30+ years of consistent business growth.

## THE OPPORTUNITY

Transit times are critical to the company's business model, as deliveries are part of a dentist's service provision. However, obtaining cost savings while maintaining, or even improving transit times can be challenging.

Having already partnered with enVista's sourcing experts multiple times to optimize and refine its parcel cost strategies, the company saw the opportunity to partner once again to ensure optimal transit times and cost savings.

## ENVISTA'S SOLUTION

In order to manage the push and pull of the company's two conflicting business objectives – low transit times and high

cost saving – enVista's team leveraged market intelligence, reliable analytics and strategic scenario optimization.

Technological and operational constraints limited the company to a single, national carrier, so the scope of the bid was limited. enVista initially determined that the company had the opportunity for 7.8-8.9% cost savings, even with the involved transit constraints.

Both national carriers participated in the enVista-facilitated RFP process. Although both carriers offered proposals that would result in cost savings, the non-incumbent carrier offered little in the way of savings paired with the perceived transit conversion risk.

## THE RESULTS

enVista's history of working with the dental manufacturer increased awareness and sensitivity to the transit issue, enabling a quick execution and accelerated realized savings.

The company was able to retain its incumbent carrier, avoiding a costly carrier conversion process and technology implementation, while also realizing 9.7% cost savings.



**Let's have a conversation.**<sup>TM</sup>

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