Mid-States Distributing Company Selects enVista as TMS Selection & Implementation Partner

enVista's expertise in TMS selection and implementation helped Mid-States Distributing achieve a 7.9 percent reduction in annual freight costs and improve on-time delivery performance to 97 percent, driving operational efficiency and enhancing customer satisfaction.

The Company

Mid-States Distributing Company, Inc. ("Mid-States") is the leading Farm, Ranch and Home Retail Cooperative consisting of 36 independent retailers with approximately 700 store locations throughout the United States and Canada. Mid-States' services include learning management systems, central billing, centralized warehousing, weather trend analysis, supplier program management and more.

Mid-States' member retailers offer a wide range of products, including agricultural parts, petroleum, pet supplies, apparel, animal health products, lawn and garden and more.

The Opportunity

Mid-States' transportation network faced growing pressure from rising costs, fragmented processes and a lack of scalable systems. The distributor engaged enVista to transform its transportation operations by addressing three core challenges:

1. Lack of Cost Control

• Limited freight visibility and the lack of a centralized data source impeded Mid-States' ability to analyze its cost-to-serve.

• Increased expedited shipments and inefficient routing decisions were driving up Mid-States' transportation costs.

Opportunity: Real-time cost visibility by lane, customer and shipment would enable more informed decisions, reduce rushed shipments and optimize spend.

2. Performance Inefficiencies

• Disconnected and manual processes across procurement, planning and execution created inefficiencies and high labor costs.

• No centralized tracking of shipments or carrier performance metrics hindered operational insights.

Opportunity: Streamlined, connected workflows and automated communications (via API/EDI) would unlock optimization opportunities and improve carrier and customer performance.

3. Scalability and Growth Limitations

• Legacy systems and fragmented manual processes were not equipped to support business growth or adapt to changes in demand.

Opportunity: Mature, scalable systems would support network expansion, complexity and future growth initiatives.

enVista's Solution: Proven TMS Expertise

TMS Selection

enVista supported Mid-States' end-to-end TMS selection process, including:

• Conducting a current-state transportation process assessment and defining business and system requirements.

• Facilitating a structured RFP and vendor demo process aligned to performance criteria and ROI expectations.

• Scoring and guiding vendor evaluations which resulted in the selection of MercuryGate (now Infios) as the best-fit TMS solution.

TMS Implementation

enVista supported the full implementation of Infios, including:

• **Core TMS** – Transportation planning and execution

• **Mojo** – Strategic network optimization

• **Carrier Portal + EDI** – Real-time carrier connectivity and visibility

enVista led change management, cross-functional alignment and process standardization across Mid-States' transportation network to ensure maximum value-add for system users and stakeholders.

Client Testimonial

"enVista brought the structure, insight and cross-functional leadership we needed to modernize our transportation operations. From vendor selection through implementation, their team was aligned to our goals every step of the way."

- Heath Pittman, Director of Logistics & Transportation at Mid-States

Why enVista?

Mid-States selected enVista as its trusted partner based on our strategic, results-driven approach to transportation transformation, which combines:

• Deep logistics expertise

• A vendor-agnostic system selection framework

• A proven implementation methodology that prioritizes return on investment (ROI), alignment and speed-to-value.

For Mid-States, this meant immediate impact and long-term capability.

The Results

enVista helped Mid-States realize significant improvements in cost, performance and operational agility:

• Increased on-time delivery from 89 to 97 percent.

• Reduced annual freight costs by 7.9 percent.

• Decreased manual touchpoints per load by 67 percent.

• Increased invoice accuracy to nearly 100 percent.

Let's have a conversation.®
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