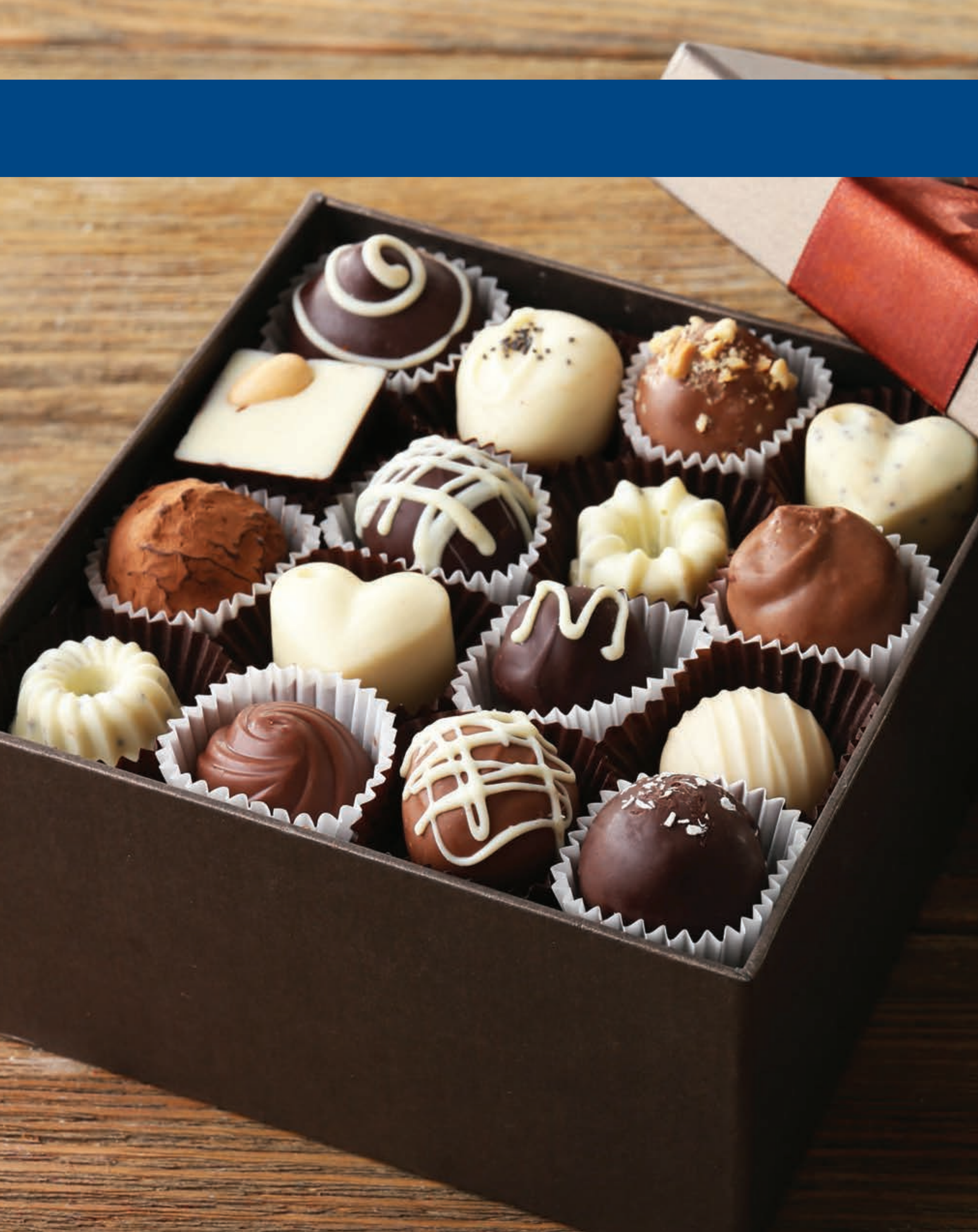

CASE STUDY

enVista Executes Lucrative Carrier Sourcing Guidance, Saving Luxury Chocolate Maker Over 12 Percent on Parcel Spend

enVista®
enabling enterprise commerce™

THE COMPANY

The company is a luxury chocolate maker that offers exotic varieties and other unique flavors. The chocolate maker uses only the most superior sourced ingredients.

THE OPPORTUNITY

enVista believes that carrier sourcing is a cycle, rather than a discrete event. This distinction is key to successful carrier management over time. The enVista team uses a strategy of monitoring, sourcing, measuring and then monitoring once again to ensure that the shipper consistently holds the most lucrative and beneficial carrier contract specific to its unique shipping needs.

This was enVista's second time partnering with the chocolate maker on parcel sourcing. Because the parcel market, as well as shippers' package metrics, volume and shipping patterns, changed over time, new opportunities for optimization and cost savings were revealed, and the chocolate maker elected to bring in enVista once again to capitalize on those opportunities.

enVista identified an opportunity for the chocolate maker to reap 10-12 percent in parcel shipping cost savings based on improving the alignment of the agreement terms with the shipper's specific needs and cost drivers.

ENVISTA'S SOLUTION

enVista began by implementing a formalized RFP with established targets for primary and secondary cost drivers. The non-incumbent national carrier offered an undesirable proposal in the first round, which ultimately would have represented a net cost increase for the chocolate maker.

Conversely, the incumbent carrier extended a first-round proposal within the target range, indicating an eagerness to retain the chocolate maker's business.

enVista's team offered second round guidance with the goal of quickly completing the RFP process in order to allow for swift realization of cost savings for the chocolate maker.

THE RESULTS

The chocolate maker was able to maintain its incumbent carrier, therefore avoiding a disruptive carrier conversion. After renegotiating its carrier contract with enVista's help, the company was able to secure net savings of 12.2 percent.