

enVista
Collaborates on
Carrier Sourcing for
Leading Fashion
Brand and Retailer





THE COMPANY

The company is a leading fashion brand and retailer that has been in business for more than 200 years, serving men, women and children alike. With 244 stores in the United States alone, the retailer is a recognized force in the fashion industry.

THE OPPORTUNITY

At the outset of the project, the retailer was single-sourcing its domestic parcel operations with a single national carrier. The company was aware that it may not be getting the best deal from its carrier and had assessed the opportunity to change its parcel strategy in a previous effort but found that the opportunity was not yet exploitable. enVista identified that carrier independence was at the heart of this retailer's opportunity.

ENVISTA'S SOLUTION

Technology constraints had previously tied the retailer to its incumbent carrier. Once the retailer was able to implement new technology into its operations, the enVista team was free to pursue a competitive agreement in the

market and counsel the retailer through the sourcing and selection process.

enVista's team of analysts and consultants issued an RFP, in which only the incumbent carrier chose to participate. The team went through every step of the RFP process, helping the retailer to source the best possible deal for its carrier needs.

THE RESULTS

Previous sourcing efforts on the part of the retailer had resulted in less than .5% overall savings due to technology constraints. However, once enVista was able to enter into the sourcing process, the retailer was able to pursue more market-competitive carrier opportunities. The retailer's newfound ability to implement new carrier(s) shifted the landscape and forced the incumbent carrier to become more competitive with the market. In the end, the retailer was able to negotiate a new contract with the original carrier, garnering a net savings of 10.3% with no carrier changeover required.

For more information on enVista's services, please call +1 877-684-7700 or contact info@envistacorp.com.



Let's have a conversation.TM
877-684-7700 or info@envistacorp.com