

Customer Success Story

Industry	Region	Business Type	Revenue
Pet Food	West	eCommerce	\$1M – \$2M

Challenges

- Brand wanted to explore using a new fulfillment solution to help with growth.
- Thought they had the best rates and carrier partnership for their package characteristics.

Solutions

Evaluate Fulfillment Operations

After looking at various fulfillment strategies, brand wanted to maintain their own fulfillment.

Carrier Mix Analysis

Prepared multiple solutions across several carriers to see what options would fit the needs of the Brand. Comparison included costs using incumbent carrier against other carriers options.

Reduce Shipping Cost

Discovered partnering with DHL would be the best option for them. By going this route, they were able to save an additional 16.7% on their transportation costs.

Results

Reduce shipping costs and ensure optimal carrier mix.

\$700K Annual Shipping Spend

\$109K Annual Savings

15.7% Percentage of Shipping Costs Saved

Benefits

- Brand is comfortable that they are using the best fulfillment for them at this time
- Found a carrier relationship that better fits their needs and were able to save over \$100K per year using them.
- Relief from rising costs, reducing overall shipping expenses.