




MANAGED TRANSPORTATION

**HOW THIS TOP
AUTOMOTIVE
MANUFACTURER
SAVES OVER
\$1.3M ANNUALLY
WITH LOADSMART
MANAGED
TRANSPORTATION**

 CUSTOMER CASE STUDY

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CUSTOMER CASE STUDY



With limited access to data, it was almost impossible for this automotive manufacturer to identify opportunities to grow, alter, or improve their logistics operations. They came to Loadsmart after they realized the negative impact that having limited access to data had on their ability to find operational gaps and grow at the rate they wanted.

Partnering with Loadsmart's Managed Transportation team started with assessing the company's needs, prioritizing critical tasks, and establishing success metrics and timelines. Then, Loadsmart's logistics experts worked to develop a collaborative plan to simultaneously integrate systems and stand up operational resources. Leveraging Loadsmart's agile operational framework, technology, and data analyst experts, Loadsmart identified a 14% cost savings in this company's freight spend in one division.

CHALLENGES

- Limited access to detailed data
- Unable to identify clear opportunities based on data
- Inability to scale their operational infrastructure at the rate of business growth
- High freight spend due to visibility gaps and fragmented shipment flows
- Improve Customer Service

WHAT THEY WERE LOOKING FOR

A STRATEGIC TECH-FORWARD LOGISTICS PARTNER THAT COULD ADAPT TO THEIR NEEDS AND:

- Deliver cost savings
- Create innovative solutions
- Deliver high-quality service
- Support continuous improvement
- Be flexible to work with and through their current operations



HOW LOADSMART PUT WORDS INTO ACTION



- Streamlined the end-to-end process to enhance the timeliness and accuracy of trailer dwell, detention, and associated charges.
- Focused on tracking and visibility enhancements to close any gaps.
- Provided an analytics BI portal for improved visibility of cost, quality, and delivery performance.
- Unified siloed systems and streamlined operations to add visibility and efficiency into the company's existing logistics ecosystem.
- Automated repetitive planning tasks for the company's logistics team, enabling them to focus their time on higher-level activities.
- Facilitated digital enablement efforts in order to build a solid foundation of technology.

THE RESULTS OF ADDING LOGISTICS SERVICES



NEW LANES SERVICE

Deployed new drop trailer carrier network to service 64 new lanes for spot & contract shipments.



EXCEEDED SAVINGS COMMITMENT

Promised 14% savings, but delivered 15% savings of over \$1.3M annually.



SERVICE STABILIZATION

Curated and sourced core carriers which led to improved OTD from 94% to 97% and OTP from 90% to 95%.



ENHANCED DROP TRAILER PROGRAM

Deepened relationships with carriers while improving service and operations across the majority of lanes.



DAILY REPORTING

Increased visibility into daily challenges by providing end-of-day reports around shipment statuses and potential escalations.



Partnering with Loadsmart's Managed Transportation team helped this company improve its logistics operations with the help of data and seasoned industry support. Loadsmart's team, including operations, analytics, and data science experts, now works on behalf of this company to improve operational efficiency. Loadsmart was able to deploy technology-enabled solutions to address specific pain points and collaborate to achieve logistics cost and service improvements.

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