

\$176,000 in international freight savings delivered to tech products distributor

CLIENT Van Houtum

SECTOR Distributor – Tech Products

ADDED VALUE

ERA freight experts reviewed the client's freight expenditure, analyzing spend and shipment frequency for each international lane and weight profile.

ERA FREIGHT EXPERTS REDUCE COST OF INTERNATIONAL SHIPPING BY 17.5%

COMPETITIVE EDGE LEADS CLIENT TO ERA

The client competes in the demanding market for technology products supplied to original equipment manufacturers (OEMs), the electronic manufacturing services (EMS) industry and the aftermarket. Its business model is based on an extensive database that monitors global market conditions and pricing for devices and commodities requested by customers.

As a company whose profitability depends in large part to response time and purchase costs, the client seeks every competitive advantage - which led it to Expense Reduction Analysts (ERA).

FREIGHT EXPERTS FIND SAVINGS, MONITOR INVOICES

ERA freight experts reviewed the client's freight expenditure, analyzing spend and shipment frequency for each international lane and weight profile. ERA also reviewed internal decision-making and invoice audit processes.

Consultants applied their knowledge of the market to negotiate new contracts with providers of International Small Parcel Services as well as Freight Forwarders.

ERA created unambiguous routing guides to ensure the client's shipping team could choose the lowest cost provider for each lane and weight break.

ERA freight experts update pricing three times a year, based on the latest lane data. They also implemented a pre-approval process for each vendor invoice and hold all non-compliant invoices until they receive vendor credit.



ERA ANALYZED SPEND AND SHIPMENT FREQUENCY FOR EACH INTERNATIONAL LANE AND WEIGHT PROFILE.

PROJECT INFORMATION

Expense:	International Freight
Industry:	Distributor - Tech Products
Hidden Savings:	\$176,000
Client ROI:	\$10,250/hour
Supplier:	Incumbent & New
Savings:	17.5%