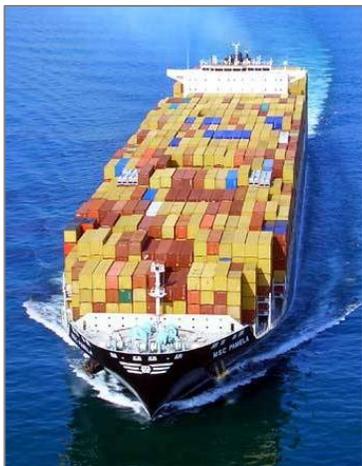# CASE STUDY: PROPELLING HOUSEHOLD GOODS SAVINGS

CHANGING THE BID PROCESS TO REDUCE COSTS

SUMMARY

A fresh approach to household goods shipping helped this global company capture a quarter of a million dollars in annual savings.

CHALLENGE

This client, one of the world's largest science and engineering companies, depends on its mobile workforce to grow its business around the world. Faced with unrelenting pressure to keep costs low, the client was seeking untapped areas of potential savings.

SOLUTION

An examination of the client's household goods program revealed that the company had been single-sourcing its international shipments to one provider and was being over-charged. This story is all too familiar when it comes to international shipping of household goods; companies want to save money but don't want to "bother" their assignees with meeting with two movers, preferring to just stick with one. As a result, they leave money on the table and actually set their assignees up for the possibility of sub-par service.

The client was referred to Weichert's wholly-owned household goods solution, the Weichert Move Network (WMN), which uses a comprehensive bidding process to help companies identify the best qualified, most competitively priced international moving services.

Through the WMN, each move is bid out to two or more pre-screened moving partners, with each mover submitting quotes at the completion of a detailed sight survey, and the assignee playing an active role in the selection process. After each move, invoices are audited against the partner's submitted bid, with all charges being verified via documentation for each charge required, and before any payment is made. The WMN is the only move management provider that holds movers to such rigid standards.

RESULTS

Leveraging the Weichert Move Network, the client successfully completed HHG bid processes for 107 assignees for a total annual savings of $264,400 (an average savings of $2,471 per assignee).

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