

# Parcel Spend Management

Supply Chain Innovators



## Business Transformation Through Streamlined Supply Chain Optimization

We are innovators who pioneered the parcel contract negotiation space, while evolving into an industry-leading SaaS organization to offer the broader functions necessary to support supply chain businesses. With our suite of parcel analytics, we combine a disruptive, design-thinking approach with unrivalled, first-hand industry expertise.



### Parcel Contract Negotiation (PCN)

- ▶ Technology-driven
- ▶ 800+ years' industry experience
- ▶ Negotiation
- ▶ Compliance
- ▶ Optimization



### Parcel Spend Intelligence (PSI)

- ▶ Forward-looking decision making
- ▶ Post Audit Recovery
- ▶ Data visibility
- ▶ Actionable Insights with real-time proactive alerts



### Parcel Cost Variance (PCV)

- ▶ Add-on to Parcel Spend Intelligence
- ▶ Compare expected costs vs. actual costs
- ▶ Hold carriers accountable for proper weights & dimensions



### Parcel Margin Analysis (PMA)

- ▶ Product profit decision tools
- ▶ Direct impact on EBITDA
- ▶ Minimize negative effects of unplanned margin erosion

#### Transformation Specialists

We help our clients transform and advance their businesses to capitalize immediately on cost reduction (both hard and soft costs), while optimizing operational challenges through Actionable Insights.

#### Technological Expertise

Our data technology and data-driven process will discover savings 100% of the time. Of these findings, 85% result in meaningful savings, with an average of 23.6% in net savings for our clients.

**2008**  
FOUNDED

**200+**  
EMPLOYEES

**800+ YEARS**  
of INDUSTRY  
EXPERIENCE

**\$1BN+ HARD**  
DOLLAR  
SAVINGS

**1,200+**  
CLIENTS



DIGITAL  
TRANSFORMATION



INNOVATION AND  
THOUGHT LEADERSHIP



EXECUTION  
EXCELLENCE



INDUSTRY  
EXPERIENCE



CULTURE OF  
CORE VALUES