

Customer Use Case: Ground Transportation (FTL and LTL)



Challenge: This pioneering technology company has a globally connected network of manufacturing facilities, distribution partners and business divisions made up of various industries and product categories. For this customer, ground transportation is a very significant spend category due to the large volume of carriers, data, and many decision scenarios that need to be evaluated before awarding business.

The customer sought a new sourcing solution that could easily address a wide range of its logistics spend needs, large event sizes, and complexity, while enhancing supplier relationships.

Solution: Keelvar's Sourcing Optimizer was selected to help the company meet its transportation procurement challenges thanks to our advanced optimization features backed by a strong track record of successfully helping logistics buyers make swift business decisions across various category-driven price and non-price inputs.

Results: The customer shared results from optimizing truckload sourcing events in both the United States and EU regions. In the US, their full truckload (FTL) event was approximately \$60 million in spend and involved about 650 lanes.

In the EU, they optimized both FTL and less-than-truckload (LTL) sourcing events involving about €45 million in spend and 4000 lanes.

Results in these events:

- **Savings** of between 10-15% in the U.S. FTL, with a strong emphasis on **supplier consolidation** at the division and location level.
- **Savings** of 10% for the EU FTL and LTL events, also with emphasis on **supplier consolidation** by origin country and overall.