

JARRETT®

HOW A TMS CAN TRANSLATE TO MAJOR SAVINGS

CASE STUDY



Jarrett finds over $1.1 million in savings for a global industrial manufacturer with a combination of technology-powered solutions and responsive customer service.

OVERVIEW

The global manufacturer of industrial wire and cable components had a problem. They were working directly with their freight carriers to move millions of dollars of product, and the workload was crushing the small inside sales team tasked with the effort. Even worse, despite these logistics complexities, they were handling everything manually. This was not sustainable for their employees or their customers.

That's when they found Jarrett, which brought the right people and the right technology to the table — literally.

"What they would do is they would print out reports and almost kind of guess what was coming off the line. So that way they could combine shipments together and try to look for the most optimal way," said Jared Williams, VP of logistics operations at Jarrett. "I kid you not, there'd be 350-400 pdfs and they were manually trying to combine orders."

BACKGROUND

The manufacturing company took steps to be more proactive by bringing on Jarrett, the Orrville, Ohio-based third-party logistics provider (4PL). Jarrett's team understood the industrial manufacturing industry, having served several other clients in the last two decades in the space. Jarrett had the winning combination of responsive, highly skilled logistics professionals and rapidly evolving technology products.

"Not only do we build great relationships with the client, but we also build great relationships with their vendors and their customers as well," said Williams, who has

been with Jarrett for 11 years.

Williams and his team quickly realized that this manufacturer could be served by a higher level of transportation management system (TMS) than the average. Enter jShip Elite.

PROBLEM

One of the challenges that the manufacturer had is common among multinational organizations. Some divisions had an existing TMS, others did not. The only supply chain solution they had across the board was from a freight payment provider.

Jarrett's reputation as a top 1% 4PL and its integrated suite of solutions made it the one-stop shop to standardized processes where needed while addressing the unique needs of each division.

jShip, allows partners to take control of quoting, shipping, invoicing and reporting processes. Jarrett's TMS platform works hand-in-hand with the Jarrett Routing Center, with its unparalleled customer service to deliver personalized order entry and data visibility.

There are two tiers, jShip TMS, where customers can go directly into the system to receive a quote, track shipments, ship freight and can integrate directly into any ERP system. jShip Elite, does everyone jShip TMS can but goes one step further with automating shipment optimization across different modes.

jSHIP ELITE

"We're not a very rigid system and that's really by design, we allow for a lot of flexibility, and that flexibility allows customers to be able to do business the way they did prior to utilizing it," Williams explained. "It allowed us to find opportunities and capture the savings that they just didn't have the ability to capture prior to our program."

Using jShip Elite the manufacturing company was able to:

- Begin integrating disparate ERPs, some of them legacy systems, with a single TMS
- Combine truckload opportunities and optimize shipments going to Canada
- Make their logistics plan part of their corporate sustainability initiative, with multi-stop truckloads and consolidated shipment options supporting their goals
- Use algorithmic load planning that calculates in seconds what might otherwise take hours, then allow their employees to do the interesting, high-value work of approving the plan and guiding the shipment process

With these improvements, the manufacturer could focus their attention on growth.

"They just kept ramping up," Williams said, touting their technical expertise, niche offerings and ability to take the projects no one else can. "They're not the biggest player in the market, but they're the most flexible, which means that they're the ones the customer calls when everyone else says no. And we allow them to do that too, just based on how fast we can move."

RESULTS

The global manufacturer of industrial wire and cable components solved their problem to the tune of over $1.1 million in logistics savings on $5.7 million of LTL transportation spend. That is nearly 20% savings on LTL transportation in 1 year.

But it wasn't just the technology or the technical expertise that they value from their partnership with Jarrett. It's the people.

"We're responsive," said Williams. "We understand their business. We understand the product. We understand their vendors."