

Case Study

Global Automotive Manufacturer

\$1.9M in Parcel Savings to the Bottom Line

From Stagnant Contracts to a Stronger Agreement

By pairing data-driven parcel spend intelligence with expert contract negotiation through its OMNIA Partners membership, a global automotive manufacturer turned parcel from a fixed cost into a strategic advantage — delivering \$1.9 million in savings and exceeding its original target by 31%.



INDUSTRY

Automotive Manufacturing

PRODUCTS USED

Parcel Spend Intelligence & Parcel Contract Negotiation

SAVINGS RESULT

\$1.9M saved on \$8M in annual parcel spend

TARGET RESULT

31% over the original savings goal

Parcel was treated as a fixed cost.

Stagnant carrier rates and no visibility into their own data meant real savings were slipping by, year after year.

They needed a partner who could:

- Consolidate scattered parcel data into a single source of truth.
- Bring the market leverage to renegotiate stagnant carrier rates.
- Drive savings without disrupting service or carrier relationships.

The Challenge

Stagnant Rates and No Visibility

For a global automotive manufacturer, every shipment of replacement parts supports a customer waiting on a service or warranty repair. With five North American distribution centers and approximately \$8 million in annual parcel spending, reliable, cost-effective delivery is a strategic priority.

The company's procurement team had not seriously challenged its parcel agreements for years. Although they were experienced negotiators, parcel shipping was an entirely different world — full of vague complexity. They wanted a partner who understood parcel.

Through OMNIA Partners, the company engaged TransImpact's Parcel Contract Negotiation expertise and Parcel Spend Intelligence audit and analytics to gain the market leverage needed to secure a stronger contract and deliver significant savings.



The Solution

Data-Driven Negotiation & a Stronger Carrier Contract

When the company began the no-cost, no-obligation analysis, an obstacle emerged immediately: the procurement team had no centralized access to its own parcel data. No single login or unified platform housed their shipping information.

The company consolidated its data into TransImpact's **Parcel Spend Intelligence**, then ran a comprehensive audit that revealed a substantial savings opportunity on roughly \$8 million in annual spending. Beyond pricing, the analysis surfaced additional savings in on-time performance, air usage, and accessorial charges — areas of their network they had never been able to evaluate.

With data in hand, TransImpact coached the contract negotiations behind the scenes — protecting the manufacturer's carrier relationships while driving market-appropriate rates, grace period extensions, and discount protections for a smooth transition.

The Results

Improved Rates, Expert Negotiations

By combining Parcel Spend Intelligence with expert Parcel Contract Negotiation, the manufacturer transformed parcel from a fixed cost into a strategic advantage. The company achieved:

- Consolidation of its shipping data for the **first time**, with granular reporting on pricing, performance, and accessorial charges.
- Expert-led negotiations that handled **90% of the effort**, delivering a new carrier contract with significantly improved rates.
- \$1.9 million in savings** — 31% beyond target — plus a stronger foundation for ongoing optimization.

Turn parcel from a fixed cost into a strategic advantage. It's your money.

TransImpact

Key Results

\$1.9M

in total parcel savings on \$8M annual spend

31%

over the original \$1.45M savings target

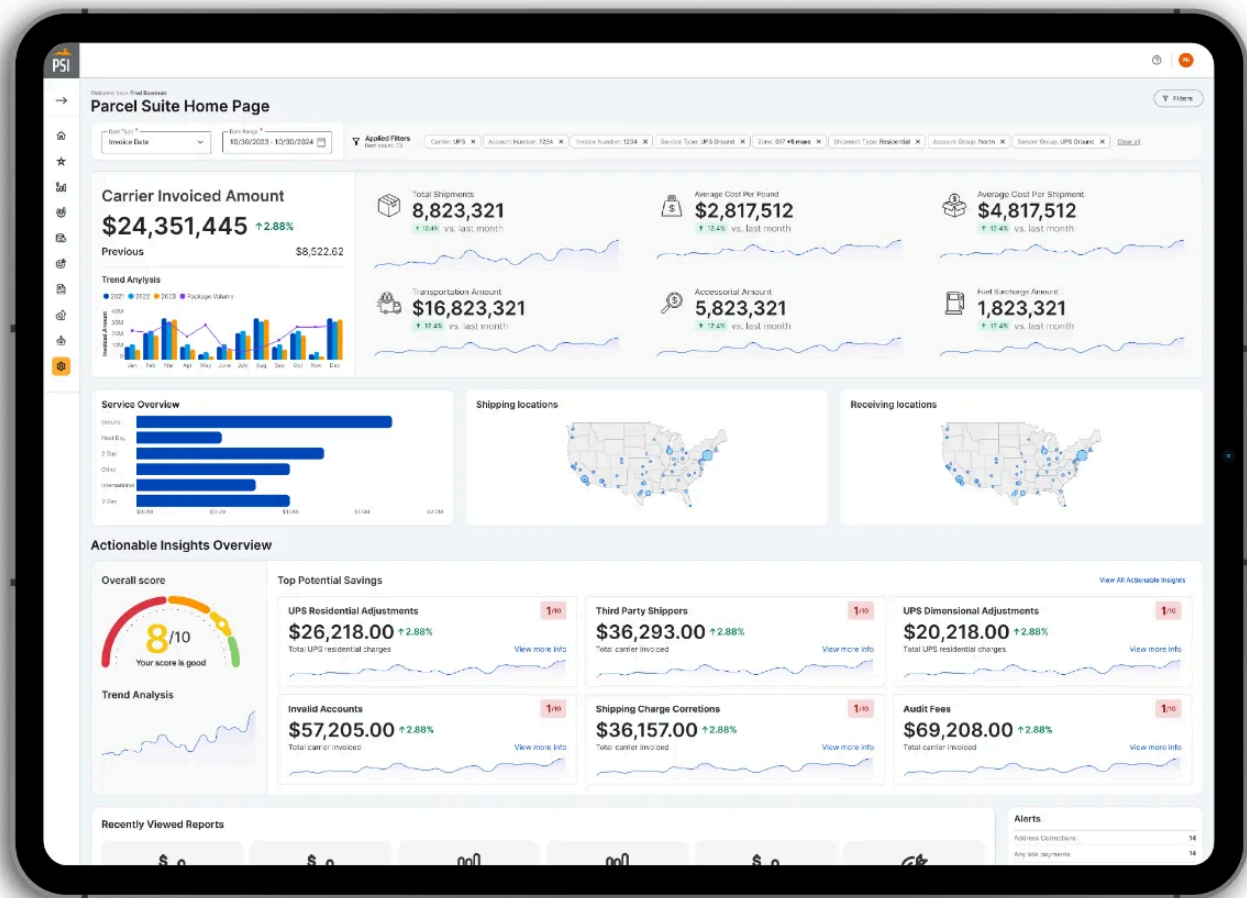
90%

of the negotiation effort handled by experts

- Contractually guaranteed** savings, backed by transition protections
- Full visibility** into pricing, performance, and accessorial charges

Talk with an Expert

TransImpact delivers intelligent transportation and supply chain solutions that unlock measurable savings and total cost visibility for the two most expensive aspects of operations — logistics and inventory. Our platform and services empower companies to plan smarter, move faster, and make every dollar work harder through data-driven insights, AI-driven technology, and automation.



Know What's Hurting Your Margins — and How to Fix It

See exactly where to cut costs, improve performance, and gain control across shipping and supply chain operations.

Request a Demo



Scan to start saving