

## SUMMARY

A pharmaceutical and reverse logistics software company had not renegotiated its parcel agreements in years and was discouraged from doing so by its carrier. By partnering with TransImpact, the company uncovered nearly \$500,000 in savings by securing stronger FedEx rates, eliminating invalid charges, and regaining confidence in its parcel strategy. As a pharmaceutical reverse logistics provider, efficient parcel management is crucial for handling returns, recalls, and safe product disposal.



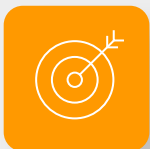
**INDUSTRY:**

## Pharmaceuticals & Reverse Logistics



### PRODUCTS USED:

Parcel Contract Negotiation  
Parcel Spend Intelligence



## The Challenge: Outdated Contracts

# TransImpact Helps Unlock \$470,000 in Parcel Savings

A pharmaceutical and reverse logistics software company faced escalating parcel costs after years without renegotiating carrier agreements. Reverse logistics in this industry involves managing returns, expired products, recalls, and compliant disposal—critical functions that protect patients and ensure regulatory compliance.

Attempts to revisit terms were met with resistance from the carrier, leaving the company stuck with unfavorable rates. Without the expertise or visibility to challenge pricing structures, the company risked overspending.

With TransImpact's Parcel Contract Negotiation expertise and Parcel Spend Intelligence platform, the company gained the strategies and insights needed to overcome carrier resistance, reduce costs, and establish a stronger foundation for future parcel management.



## KEY RESULTS

- \$470,000 in total parcel savings identified
- 28% cost reduction achieved with FedEx
- \$250,000 in invalid chargebacks uncovered
- \$220,000 in late fee charges corrected



## The Solution: Expertise & Actionable Intelligence

## From Carrier Resistance to Nearly \$500,000 in Savings

TransImpact delivered expert guidance and advanced spend intelligence to help the software company:

- Develop negotiation tactics to counter carrier pushback
- Secure a 28% savings on FedEx agreements
- Identify \$250,000 in invalid chargebacks
- Detect and recover \$220,000 in late fee charges
- Gain long-term visibility into parcel spend with data-driven insights

By combining Parcel Contract Negotiation with Parcel Spend Intelligence, the software company transformed its approach to parcel management, realized immediate savings of nearly \$500,000, and gained the confidence to pursue ongoing optimization.



## See What Your Contracts Might Be Hiding

A free parcel rate analysis could uncover hundreds of thousands in missed savings.

**Request Now**

## About TransImpact

TransImpact is a leader in technology-driven supply chain optimization. Our AI-driven solutions in parcel contract negotiation, spend intelligence, and logistics cost management empower businesses to drive efficiencies, optimize costs, and improve financial performance. Trusted by companies managing over a billion dollars in logistics spend, TransImpact delivers real-time insights and strategic advantages to help organizations stay ahead in an ever-evolving marketplace.

