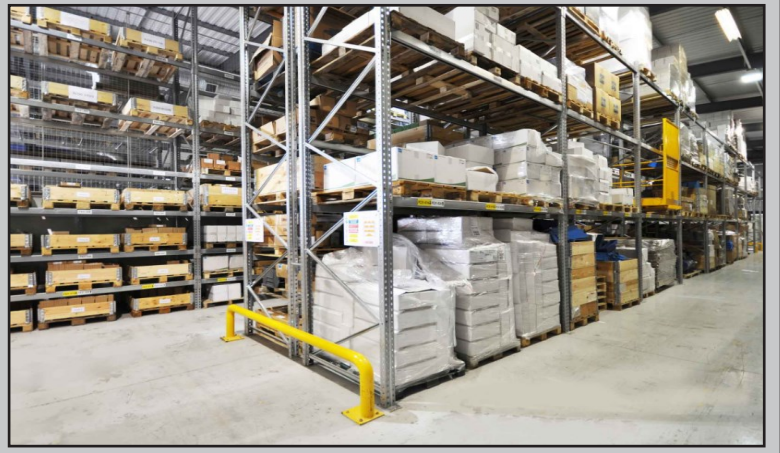
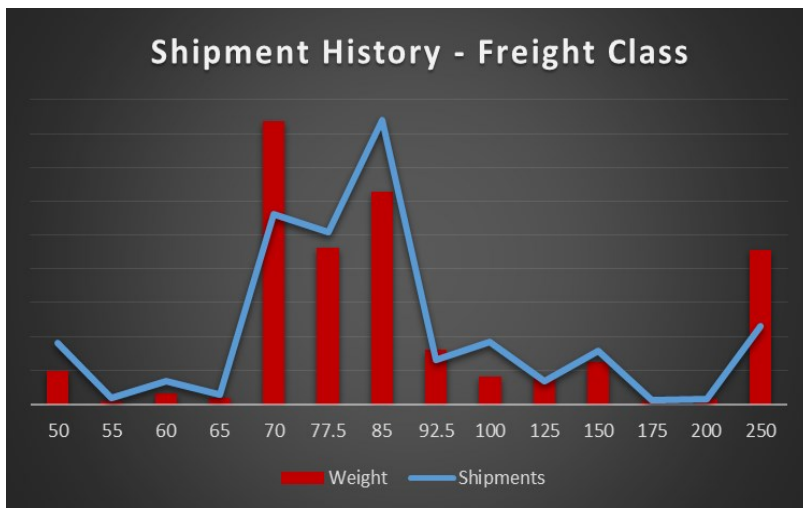


# CASE STUDY

## INBOUND VENDOR PROGRAM



**PROBLEM:** A customer had a large inbound LTL network with a large and diverse vendor base. They came to us to see if they could get help in managing not only their Inbound transportation costs but to also gain visibility and control over vendor shipping.



**ANALYSIS:** Through our analysis of their data, we discovered that the freight commodity being shipped fit well within a specific FAK band. Analysis also showed the customer paying higher than market fuel prices.

Customer vendor routing was controlled by a printed routing and instruction guide. There was little control and low visibility to vendors shipping.

**SOLUTION:** A vendor program with an FAK banded solution was implemented.

Vendors now utilize the Knight TMS to systematically ship according to our Customers shipping requirements. Our Customer now has visibility to all shipments through one system.

Savings have been in excess of **18%** of their overall transportation spend. Freight visibility and compliance is at **100%**.



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