

End-to-End Managed Transportation Solution



After confirming the analysis with our client, the savings opportunities were significant.

The Results:

Tompkins Ventures referred our client to one of our best-in-class commercial logistics partners to provide an end-to-end managed transportation solution. The solution provided our client improved information flow, accuracy and timeliness through Best-In-Class technology and reporting analytics. While also providing immediate savings of 14.5%, as well as continuous improvement initiatives and forecasting to stay ahead of the market.

Most importantly, the Tompkins Ventures Logistics Partner will provide the needed collaboration and transparency to gain the trust of our client, to truly become an extension of their business.

The Company

The company is global leading provider of packaging solutions used across food, consumer goods, medical and industrial applications industries.

Challenge

The client's service was deteriorating, but they also believed their domestic transportation costs were much higher than market, without a clear understanding as to why. Although they were currently working with a logistics provider, they were not getting the required intelligence to complete the analysis. There was also concern that their current relationship with their logistics provider had become transactional.

Tompkins Ventures Role

Tompkins Ventures worked with their client to retrieve detailed shipment level data to conduct an analysis to determine where there could be savings opportunities.

Using one of our own logistics partners, we utilized the below assessments:

- Brokerage vs. asset
- Lanes that should be matched with asset base vs. brokerage
- Rate compression exercise to determine carrier rate vs. market
- Mode mix exercise assessment
- Consolidation opportunities
- Weight break opportunities with potential savings

About Us:

At Tompkins Ventures, we partner with logistics partners that put the customer's needs first. Our partners are transparent, scalable and will customize solutions to fit our customers needs. The logistics partner must be an extension of the client's logistics department and must have the same passion and goals as our clients' customers. In addition to domestic TL and LTL, Tompkins Ventures helps clients reduce cost and improve service with Ocean, Air, Parcel and White Glove transportation.

Contact Us

Mike Royster
704.495.0815
mroyster@tompkinsventures.com
www.tompkinsventures.com