



8-10%
IN HARD SAVINGS

Discover What Trax Can Do for You

Trax is the leader in Transportation Spend Management. We help our customers gain visibility and control transportation spending across all transportation modes.

See. Save. Control.

To learn how Trax can unlock true bottom-line results for your organization, contact us at **1.800.755.0110** or **sales@traxtech.com**

Trax's Sourcing and Contract Optimization Services Help a Global Pharmaceutical Company Unlock Savings and Reduce Complexity

The Client & the Challenge:

A top 10 global pharmaceutical company needed to reduce the complexity and expense associated with managing unique and separate small package contracts across seven distinct business units and required assistance with an enterprise-wide **sourcing** and **contract optimization** project.

Managing seven business units separately was complex and required **advanced analytics** that would provide corporate level impacts along with business unit analytics. Additionally, each individual business unit's requirements were to be represented in the RFP as well as overall corporate level objectives.

The Trax Solution:

Combining deep transportation spend expertise with robust analytics, Trax Sourcing services delivered a comprehensive sourcing project, post bid analysis and negotiation assistance that enabled the client to meet their objectives. Specifically:

- Trax developed and executed an RFP and negotiation strategy that rationalized the existing set of seven separate contracts across multiple vendors to a single corporate wide contract.
- Trax developed a comprehensive compliance program to ensure that both projected efficiencies and identified hard savings were fully implemented and realized.

The Results:

- **Sourced and selected** a single supplier to serve the small package spend category
- Awarded a **corporate wide contract** to replace seven separate contracts
- Delivered **hard savings ranging from 8% to 10%** across the spend category
- Delivered a **compliance** program driven by robust analytics and reporting