Reveel

CASE STUDY

Precision in Motion: How Reveel Helps Auto Parts Companies Control Shipping Costs

INDUSTRY CHALLENGE: Taming a Spend Management Holdout

Parcel shipping in the auto parts industry—whether B2B or B2C— presents unique challenges. Customers need the right parts at the right time, often urgently. Additionally, many shipments are bulky or heavy, precisely the types that carriers charge premium fees for or may exclude from their networks.

INDUSTRY CHALLENGES

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Key challenges included:

- **Visibility Gaps:** Lack of real-time insight into parcel spend.

- **Ineffective Negotiation:** Difficulty securing favorable carrier contracts.

- **High Costs:** Expensive express shipping without lower-cost alternatives.

- **Operational Inefficiencies:** Limited ability to manage multi-carrier strategies and optimize large or sensitive shipments.

THE REVEEL SOLUTION

Reveel's Shipping Intelligence™ Platform and Parcel Spend Management (PSM 2.0) technology provide advanced data insights and AI-powered tools that empower auto parts distributors to transform their shipping strategies.

IMMEDIATE BENEFITS

- **Cost Savings:** Most Reveel customers see a 22% initial reduction in shipping costs.

- **Real-Time Visibility:** Key metrics include total spend, surcharge breakdowns, and cost-per-shipment.

- **Negotiation Power:** Automated contract analysis identifies savings opportunities and strengthens negotiations.

- **Hidden Fee Alerts:** Detect and address unexpected charges before they impact the bottom line.

- **Operational Intelligence:** Intuitive dashboards integrate seamlessly with ERP and warehouse systems, optimizing multi-carrier strategies and compliance.

Reveel®

> *"With Reveel, we have greater visibility and control over parcel shipping at our 60+ distribution centers. We can identify savings opportunities, renegotiate better carrier contracts, ensure timely rebate claims, and enhance customer satisfaction in our fulfillment operations."*
>
> — Shipping Manager, National Auto Parts Distributor

RESULTS IN ACTION: CASE STUDIES

1. Optimizing Carrier Contracts for a B2B Leader

Challenge:

A national auto parts distributor needed visibility into unbilled shipments and timely rebate claims, integrating with their ProShip system.

Solution:

Reveel's platform provided real-time insights, ensuring unbilled shipments were tracked, rebates claimed, and carrier contracts optimized.

Outcome:

"Reveel has already saved us money and provided a game-changing view into our shipping operations."
— Shipping Manager

2. Empowering a Small Team at a B2C Giant

Challenge:

A fast-growing auto parts retailer needed to optimize multi-carrier strategies, improve contract negotiations, and enhance its two-person shipping team's efficiency.

Solution:

Reveel consolidated data, identified cost-saving opportunities, and streamlined operations with intuitive dashboards.

Outcome:

"Reveel has transformed our small team into a powerhouse, optimizing shipping while maintaining customer satisfaction." — Shipping Team Lead

CONCLUSION

Hundreds of top brands trust Reveel to transform their shipping operations. With powerful analytics, AI-driven insights, and real-time visibility, Reveel empowers automotive companies to reduce costs, improve efficiency, and deliver exceptional service.

Discover the Future of Parcel Shipping.

![Reveel logo]

Reveel is the leading Shipping Intelligence™ Platform that enables companies to level the playing field with FedEx and UPS. With over 17 years of parcel agreement management expertise and $400M+ in savings for its clients, the company provides actionable insights to help customers make smarter business decisions and have peace of mind. Reveel helps shippers leverage the power of data science and peer comparison data to capture significant ROI and improve their competitive advantage.

Request a demo today to see how you can leverage automation to synthesize your data, ship more for less, and reduce the time needed to identify issues and action items.

Get a Demo

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