

TMS CASE STUDY

Saving Money & Manpower

“We started with Kuebix as a trial and saw a savings of approximately \$20,000 in that first month compared to the way we had been shipping,” says Orlando. “The immediate cost savings were incredible!”



Marc Orlando
Logistics Manager, Bizerba



When Marc Orlando took over the position of logistics manager for Bizerba North America in September 2016, he knew right away that the manufacturer was in need of comprehensive change in its logistics department.

The average cost per shipment ranged from \$140-\$150 for the company, which shipped roughly 600 packages per month. To make matters worse, the firm's logistics team was taking far too long to quote and create shipments via the firm's "terribly inefficient" process, Orlando says.

Just four months after taking over the logistics manager position, Orlando instituted the Kuebix transportation management system (TMS) on a trial basis. At the time, the company's cost-per-pound was about \$0.50. It didn't take long for the new TMS to start pushing that number down toward the current \$0.10 level.

Solving a "Weighty" Problem

Bizerba offers its customers in industry, trade, and logistics a globally unique solutions portfolio of hardware and software around the central value "weight." This portfolio includes products and solutions related to slicing, processing, weighing, cashing, checking, commissioning, and labeling.

Since 1866, Bizerba has made a significant contribution to the developments in the area of weighing technology and today is represented in 120 countries. Its customer base includes global enterprises and retailers, bakeries, and

butcheries. With roughly 3,900 employees worldwide and headquarters in Balingen, Baden-Wuerttemberg, Bizerba has been run by the same family for five generations.

But just because Bizerba's family ownership is an amazing five-generations deep, that doesn't mean the manufacturer is resistant to change and progress. In fact, during the trial period for its new transportation management system, the company looked at a number of potential systems in the market before selecting Kuebix.

"We had to determine what was the best for our company," says Orlando.

“In looking at a number of options, none of them presented the control that Kuebix offers in terms of keeping our lasting personal relationships with our carrier reps and controlling who has our freight when it leaves our dock.”

Easy as Pouring a Cup of Coffee

Since Bizerba USA went live with Kuebix in January of 2017, the company has “seen a tremendous savings across the board,” according to Orlando. “Kuebix has allowed us to create a marketplace for our business with our carriers and help us better manage the day-to-day logistics operations with real-time information in ways we were not able to do previously.”

Loading the carriers into the system is as easy as pouring a cup of coffee in the morning, according to Orlando. Booking the shipment through Kuebix is just as easy.

“By having all of the information we need at our fingertips, we can make better and faster decisions,” Orlando says. “Additionally, our logistics team has cut the time it takes to create and book a shipment by one-half, thus increasing our efficiency.”

Big Cost Savings

So far, the biggest savings that Bizerba has seen from its TMS investment has been a reduction in cost-per-pound for shipments, which has been cut to a svelte \$0.10 per pound.

- During the 11-month period between January 2016 and November 2016, the firm’s overall shipping costs were \$800,000 (approx. \$73,000/month).
- Since implementing Kuebix as its TMS, Bizerba spent \$200,000 in shipping between January 2017 and April 2017 (approx. 50,000/month).

The Road Ahead

Currently considering an integration of its TMS with SAP, Bizerba has already implemented Kuebix in its label solutions business and is planning to roll it out to its engineering and industrial businesses in the near future.

“What I needed was a partner,” says Orlando. “There are very few vendors that I consider partners, but Kuebix at the top of the list. We’re extremely happy with our decision to implement Kuebix and plan to expand its use across our organization,” concludes Orlando.

“That’s a savings of \$23,000/month just by using Kuebix to select the best LTL rates,” adds Orlando. “Factor in reduced time spent booking shipments, decreased claims, and efficiencies from automated freight audit, and the bottom line savings just continue to add up.”

For More on Kuebix’s TMS or other solutions, contact:

800-220-8610 | www.kuebix.com